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FOCUS PIECE

A Look Back At 2004

A Year Of Industry Deals, Shifts & Shakeups

by Elizabeth Millard

• • •

NEVER LET IT BE SAID that the technology industry is dull. Although some might have yearned for at least a smattering of ennui during the dot-bomb days, now that the industry has largely recovered, once again it's fascinating rather than frustrating. The past year has been rife with mergers and acquisitions, executive changes, and new trends. Here's a look at some of the industry's high points from the past year.

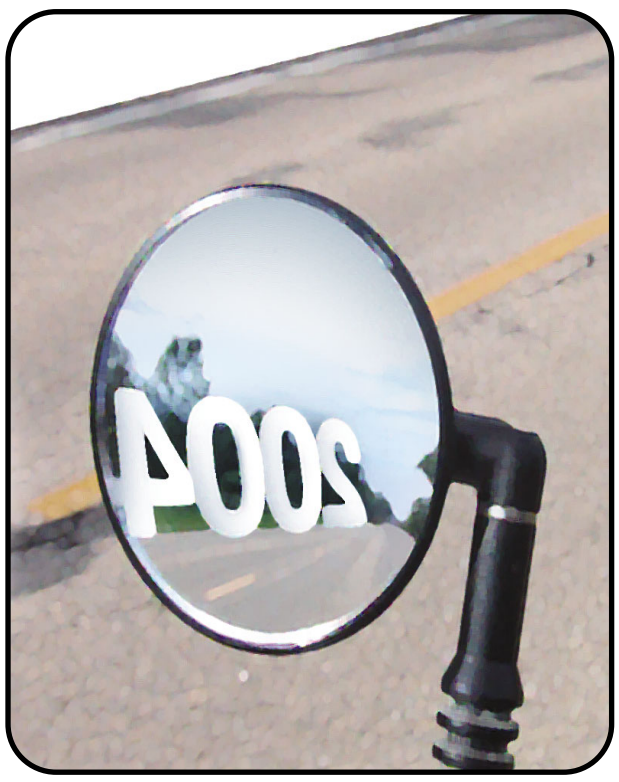
Gimme, Gimme, Gimme

Like many years in the tech sector, 2004 saw a spate of acquisitions, from small companies gobbled up by larger competitors to strategic buys that could yield new products and services for SMEs.

The small to medium-sized enterprise market is booming, which should make next year a happy one for IT and data center managers at smaller companies. That market growth has sparked many acquisitions, such as the purchase of Dantz by EMC. Maker of the popular backup application Retrospect, Dantz was purchased because storage company EMC wanted more presence with SME customers.

Dave Farmer, EMC spokesperson, said the acquisition fit in well with the company's fresh focus on the SME sector and goes with the recent introduction of a $6,000 storage array for those customers. "Acquiring Dantz was a strategic move," he says. "It gives us the opportunity to create a full set of products for a fast-growing market."

Other acquisitions were done to expand markets or bolster product lines. Some notable buys this year were Cisco's purchase of Jahi, a firm that develops interfaces for network devices to talk to each other, as well as HP's acquisition of British computing services company Synstar and German company Triaton, which will give the company more leverage in competing with IBM.



Also this year, America Online acquired antispam software vendor Mailblocks in an effort to strengthen its antispam ability, and Microsoft sought to beef up its search technology by buying Lookout Software. Veritas snapped up Invio Software to give the storage software maker a tool for standardizing IT services delivery, following a similar move by Oracle, which bought Collaxa for its business process management engine.

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FOCUS PIECE

This Year, Neatly Stored Away

What Happened In Storage During 2004 (& How It Affects You)

by David Garrett

• • •

2004 WAS BORING. True, there was a heated election, and Florida was hit with five major storms in just a few months, but compared to years past—and no doubt compared to the entropy of an uncertain future—2004 was a mild 12 months.

So it goes for IT. In 2004, the tech universe saw few if any revolutions. There was plenty of hype. (If there's one thing that's constant over the years, it's that hype—that gust of hot air that does nothing but cool our outlook—is always growing.) But few products offered to change the way a business does business.

And so it goes for storage. In 2004, there were no gee-whiz products that knocked IT managers on their ears. But there were vital trends that made 2004 the year that storage in the small to medium-sized enterprises came into its own.

The Great Migration

According to Stephen Foskett, director of strategy services for GlassHouse Technologies, a world-class provider of independent storage and backup services, "In storage, there are two things that come to mind in 2004. The first is the migration of enterprise storage systems, the toys the big guys use, down to the SME market."

Indeed, this year the price of SANs dropped slowly but surely from the beginning to the end of the year, putting even a midrange SAN in the reach of the small business.

The iSCSI IBM DS300 is designed for workgroup storage, including file and print servers.

And the major names in storage noticed the trend. (In fact, some would say they drove it.) In just one attempt to reach the SME market, EMC partnered with Dell to sell Clarion storage

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With the explosive growth of hotspots in 2004, wireless Internet access has led to the proliferation of Web-enabled mobile devices such as smartphones and PDAs and the ubiquitous use of wireless networking in laptops.

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For consumers, small businesses, and enterprises alike, 2004 has been the year of VoIP.

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Vulnerabilities and security holes lie at the core of what makes systems insecure, and one potential security hole is the occasionally connected laptop.

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NEW PRODUCTS

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■ **CyberGuard** announced a new version of its CyberGuard Webwasher Content Management Suite. ■ **Lantronix** announced a power management system, the SecureLinx SLP. ■ **Nortel** introduced new remote access security products and threat protection capabilities designed to improve access security for remote workers. ■ **Polycom** announced the availability of the SoundStation2 conference phone. ■ The optiPoint 420 from **Siemens** is a new lineup of VoIP phones. ■ **SMC Networks** has designed its SMC EliteConnect 2.4GHz 802.11g wireless Hotspot Gateway Kit to allow businesses to use Wi-Fi access as a means for generating income. ■ **Strix Systems** recently announced its Access/One Network Outdoor Wireless System.

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- ☐ Less than 10
- ☐ 10 - 99
- ☐ 100 - 199
- ☐ 200 - 499
- ☐ 500 - 999
- ☐ 1,000+

2. How often do you purchase computer hardware/software?

- ☐ Weekly
- ☐ Bi-Weekly
- ☐ Monthly
- ☐ Quarterly
- ☐ Annually
- ☐ No Involvement

3. What is your annual computer hardware/ software purchasing budget?

- ☐ $0 - $9,999
- ☐ $10,000 - $24,999
- ☐ $25,000 - $49,999
- ☐ $50,000 - $99,999
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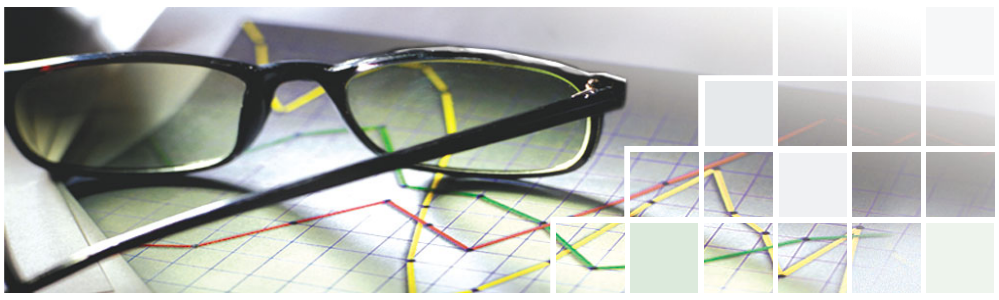

TECH STOCKS BENEFITED FROM a rebirth of merger mania in the week ended Dec. 15 as Sprint and Oracle acquisitions drove speculation for more takeovers. But the broader market was muted in part because strategic oil reserves in the U.S. have fallen more than expected, driving up oil prices again. The Dow closed at 10691.45, up from 10494.23 a week earlier, while the Nasdaq closed at 2162.55, up from 2126.11 a week earlier.

Sprint Agrees To Buy Nextel

AIMING TO CREATE a wireless giant, Sprint agreed to buy Nextel for $35 billion in cash and stock. The new company will be called Sprint Nextel and will have about $40 billion in combined annual revenue. The company will have 35.4 million wireless subscribers, behind only Cingular and Verizon. The boards of the companies have approved the deal, set to close in the second half of 2005.

Oracle Wins PeopleSoft Fight

AFTER AN 18-MONTH STRUGGLE, Oracle won its hostile takeover of PeopleSoft as the latter company's board decided to accept an offer of $10.3 billion, or $26.50 a share. The deal will make Oracle the second-largest maker of software for businesses behind SAP. The offer was the sixth that Oracle made and 10% higher than its earlier "final offer." PeopleSoft executives expressed trepidation for the fate of the company's employees, while analysts predicted a new wave of consolidation and more mergers. The deal helped boost stocks on the assumption that more takeovers will proceed in the future.

HP Says It Will Invest Deeper With Itanium

HP SAID IT WILL INVEST $3 billion in its Itanium 2 server business over the next five years. Meanwhile, it sold a microprocessor design group to Intel, which will assume sole responsibility for designing Itanium processors. HP hopes its move will restore momentum behind the sagging 64-bit platform, which is being undercut by low-cost alternatives based on Intel's 32-bit chips and AMD's Opteron processors.

Time Warner Pays $510 Million In Penalties

TIME WARNER AGREED to pay $510 million in fines to settle charges that its America Online unit inflated revenue. The suit settles charges that AOL engaged in a scheme to inflate revenue, with $210 million settling a Justice Department investigation and $300 million for SEC violations.

Google To Digitize Libraries

GOOGLE SAID it would work with Oxford University, Harvard, Stanford, the University of Michigan, and the New York Public Library to create digital libraries of books that users could search through over the Internet. The collaboration is a major step toward creating a digital card catalog and online repository of the world's books.

Samsung & Sony Swap Patents

SONY AND SAMSUNG AGREED to share the bulk of their patents in a move that shows cooperation between two consumer electronics giants. They signed a cross-licensing agreement that covers all but the most critical competitive technologies. Sony kept its PlayStation technology to itself, and Samsung held on to its home networking technology. The agreement lasts until 2008 and is a sharp contrast to litigation among other rivals.

Microsoft & Ask Jeeves Unveil Desktop Search Tools

RESPONDING TO GOOGLE, Microsoft and Ask Jeeves announced that they are creating tools for searching through users' information on their PCs. Microsoft's MSN Information Services division unveiled a beta version of its MSN Toolbar Suite which bundles programs that add search boxes to a computer. Ask Jeeves' tool allows users to search for documents, pictures, and other files.

Nortel Expects Loss For Quarter

NORTEL REPORTED a preliminary loss of six cents a share for the third quarter, and it continues to suffer fallout from an accounting scandal that caused it to delay filing financial statements. The telecommunications equipment maker also reported unaudited revenue of $2.3 billion for Q3 and forecast Q4 revenue of $2.8 billion to $2.9 billion. Revenue for 2004 is expected to reach $10.1 billion to $10.2 billion. The company has fired 10 executives over accounting moves that boosted the company's results last year.

PC Market Could Double By 2010

MARKET RESEARCHER FORRESTER SAID the number of PCs worldwide is expected to double to about 1.3 billion by 2010 because of fast growth in emerging markets. China will lead with 178 million new PC users by 2010. About 566 million new PCs are expected to be used in emerging markets such as China, Russia, and India in 2010.

Research In Motion Loses Ruling

BLACKBERRY MAKER Research In Motion suffered a setback as an appeals court ruled against it on 11 of 16 claims in its patent-infringement case against NTP. A lower court ruling had favored NTP, a patent-holding concern that has been in court with RIM over its wireless email patents since late 2001.The appeals court ruling essentially reinforces the lower-court ruling. The ruling could force RIM into a costly settlement.

Symantec, Veritas Reach Deal

SECURITY GIANT SYMANTEC and storage software maker Veritas have agreed on a merger worth $13.5 billion. Symantec Chairman and CEO John Thompson will remain in his current role for the combined company, and Gary Bloom, Veritas' chairman and CEO, will be named vice chairman and president. Industry watchers say the merged company will be uniquely poised to take advantage of a market where storage and security needs are converging.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Dec. 15 $	Dec. 8 $	% change
Avaya	AV	$16.80	$15.85	▲ 6%
BEA Systems	BEAS	$9.41	$8.38	▲ 12%
Computer Associates	CA	$30.88	$30.80	▲ 0.3%
Cisco Systems	CSCO	$19.40	$19.80	▼ 2%
Dell	DELL	$42.19	$41.86	▲ 1%
Electronic Data Systems	EDS	$22.53	$22.10	▲ 2%
Google	GOOG	$179.78	$169.98	▲ 6%
HP	HPQ	$20.71	$21.02	▼ 1%
IBM	IBM	$97.33	$96.65	▲ 1%
Intel	INTC	$23.14	$23.01	▲ 1%
McAfee	MFE	$32.71	$31.28	▲ 5%
Microsoft	MSFT	$27.11	$27.36	▼ 1%
Oracle	ORCL	$14.09	$13.21	▲ 7%
PeopleSoft	PSFT	$26.40	$23.78	▲ 11%
Red Hat Software	RHAT	$16.01	$15.70	▲ 2%
Sun Microsystems	SUNW	$5.40	$5.30	▲ 2%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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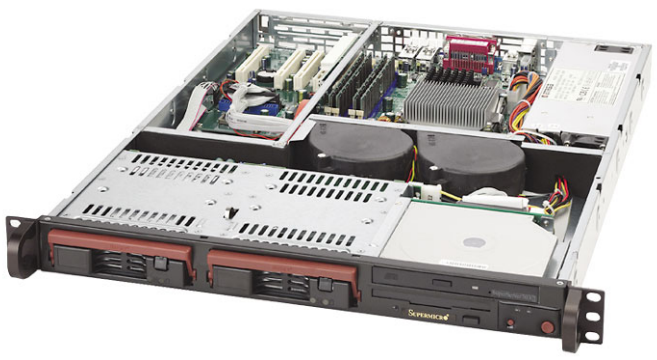

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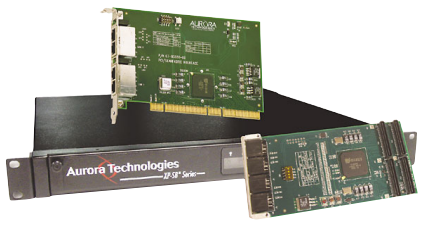
PCI Expansion System
Virtual Booth 3744 • Virtual Product 1454



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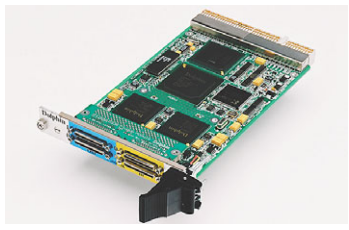

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AMD Motherboards
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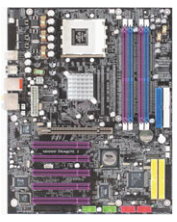

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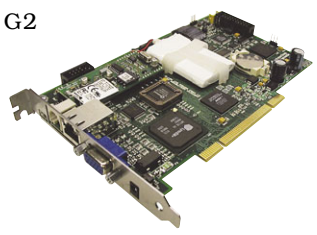

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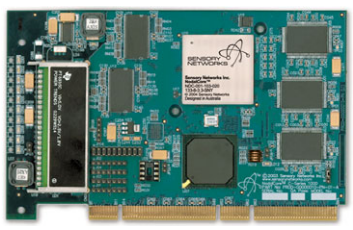

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Macworld Conference & Expo
Jan. 10-14, 2005
Moscone Center, San Francisco, Calif.
www.macworldexpo.com

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WCA International Symposium
& Business Expo
Jan. 12-14, 2005
Fairmont Hotel, San Jose, Calif.
www.wcai.com/event/05/ts11gen.htm

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Florida Educational Technology
Corporation Conference 2005
Jan. 26-28, 2005
Orange County Convention Center,
Orlando, Fla.
www.fetc.org/fetc2005

- FEBRUARY -

Call Center Demo & Conference
Feb. 1-2, 2005
Hotel InterContinental,
Dallas, Texas
www.ccdemo.com/ccd

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VoiceCon 2005
Feb. 7-10, 2005
Walt Disney World Dolphin Hotel,
Orlando, Fla.
www.bcr.com/voicecon

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Southern California Linux Expo
Feb. 12-13, 2005
Los Angeles Convention Center,
Los Angeles, Calif.
www.socallinuxexpo.org

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CompTel/ASCENT Spring 2005
Convention & Expo
Feb. 14-17, 2005
Morial Convention Center,
New Orleans, La.
www.comptelascent.org/events
/new-orleans/index.html

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LinuxWorld Conference & Expo
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www.linuxworldexpo.com

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2005.rsaconference.com/us

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www.jupiterevents.com/sew/winter05

- MARCH -

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www.shorecliffcommunications.com
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Premier 100 IT Leaders Conference
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Network Storage Conference
March 7-9, 2005
Embassy Suites Hotel,
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www.networkstorageconference.com

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www.thinkhdi.com/trainingEvents
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Spring 2005 VON Conference & Expo
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San Jose Convention Center,
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www.pulver.com/von/index.html

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PC Forum
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Fairmont Scottsdale Princess,
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www.edventure.com/pcforum/venue.cfm

FOCUS PIECE

2004: The Year Of Convergence

Integrated Technologies In Mobile & Wireless Devices Abound

by Sandra Kay Miller

• • •

2004 BROUGHT THE RISE of mobile and wireless devices offering multiple functionalities that are fun, as well as productive. With the explosive growth of hotspots—both public and private—wireless Internet access has led to the proliferation of Web-enabled mobile devices such as smartphones, PDAs, and the ubiquitous use of wireless networking in laptops.

The past year also introduced better security options for meeting the much-lacking choices for controlling wireless connections and the adoption of new standards using stronger encryption methodology.

Combos Rule

One of the most popular integrated technologies is that of telephone, camera, and email. "I saw my teenage daughter's friend sending images via email using her mobile phone and thought, 'Wow, that could really help me in my business,'" says Dave Michaels, a process engineer for a construction equipment manufacturing company in the Northeast.

BlackBerry, continue to replace the multiple devices carried by on-the-go employees. Supporting access to Web-enabled applications (CRM, ERP, and database access) in addition to email, calendar, browsing, and voice communications is prompting many small to medium-sized enterprises to deploy these devices instead of the cellular phone-laptop combinations.

Cisco offers a full line of VoIP telephones that easily integrate with existing network infrastructure within the enterprise.

When Michaels first began setting up production lines, one-hour film processing and FedEx were his only means of getting much-needed images back to the main office. Digital cameras made the process a little easier but still required cables and an Internet connection. "Point, click, and send is all it takes now," says Michaels, who has since equipped his engineering staff with Nokia 3650 mobile phones that support both still and video capture, along with a rich assortment of features such as multimedia messaging, tri-band for international travel, Java, and Bluetooth. Michaels maintains that the $200 mobile device has worked just as well as a laptop combined with a digital camera. "My guys can do email, browse online, and use the telephone. It's better than the laptop and easier to carry; plus, the cost savings is significant," Michaels points out.

Mobile phone/handheld combinations, such as the popular RIM

Wireless Internet and telephony with a full-color screen make Nokia's smartphones a popular option for employees on the go.

VoIP Gaining Speed

Delivering VoIP, both in a wired and wireless setting, has rapidly gained ground in the last year. SMEs are factoring in VoIP as an alternative to traditional PBX systems and large telcos.

In a recent interview with RealMoney.com, John Alchin, CFO of Comcast, the largest cable television operator in the United States, announced plans to roll out IP telephone service in 2005.

Industry heavyweights, such as Cisco, have already deployed full lines of VoIP products that are tightly integrated with their current networking offerings. This level of assimilation allows for businesses to add new technologies, such as VoIP, without a complete retooling of existing infrastructure, making the deployments feasible.

Cisco's 7900 Series of IP telephones offers much more than just simple telephony. By adding the VT Advantage product, video can be delivered via VoIP phone. Other features include portable, wireless phones that can "follow" users anywhere provided they have access to an IP connection, either wired or wireless.

Cisco has even taken into consideration the need to combine analog and IP and offer open-standards mixed environment adapters and gateways so older business tools such as fax machines can exist in the same environment.

Don't Forget Security

Although many companies have balked at deploying wireless within their organizations due to the inherent insecurity, during 2004 new standards and new products have been released mitigating a number of concerns.

The IEEE 802.11 Working Group approved the 802.11i standard, also known as WPA, in 2004. In the works for nearly three years, WPA is based upon the AES protocol and is much more secure than the previous but broken standard, WEP.

Although 802.11i still does not meet the stringent security requirements for government use, businesses are feeling better about WPA's level of security in order to deploy it within their organizations.

In addition to better standards, new products are entering the market with wireless security in mind. AirTight Networks (formerly Wibhu Technologies) introduced a Wi-Fi Firewall, Spectra-Guard 2.0 in Q4. The first of its kind, SpectraGuard effectively identifies and disables unauthorized wireless access to corporate networks. This means that organizations can roll out WLAN within their organization while keeping surrounding wireless networks from bleeding into their spectrum and preventing LAN-jacking of their bandwidth by outsiders—both common frustrations with wireless network installations.

Gaining in popularity, RIM's BlackBerry combines mobile phone and handheld functionality.

While many analysts have vacillated between wireless and mobile technologies being the next killer app or a passing fad, from the proliferation of devices, applications, and business practices centered around mobile and wireless technologies, it is becoming apparent that they are both here to stay and will continue with strong growth in the coming year. P

Market Growth For Mobile Devices

According to research by research firm Canalys, growth in the mobile technologies market for the second quarter of 2004 vs. 2003 was a whopping 45%. These figures are based upon the sales of smartphones and wireless handhelds.

Vendor	Q2 2003	Q2 2004	Growth
Nokia	1,204,670	1,967,550	63%
PalmONE	931,680	1,067,880	15%
HP	380,400	533,670	10%
RIM	112,500	487,600	333%
Sony Ericsson	235,130	228,240	-3%
Others	1,234,770	1,648,390	33%
Total	**4,099,150**	**5,933,330**	**45%**

A Look Back At 2004

Continued from Page 1

Coming in just under the wire for 2004 was IBM's decision to sell its PC division to China-based Lenovo. The decision was unusual because acquisitions usually involve larger companies gobbling up smaller ones, but it could give IBM enormous leverage in the Chinese market in the future. Because the deal gave IBM significant stock in Lenovo, it is less of an acquisition and more of a broad-based, strategic alliance.

Revolving HR Door

CEO changes are often lackluster, involving retirement and a predictable torch pass from one executive to another. But the past year has seen a couple of doozies that are anything but boring.

Most notably, Computer Associates went through a series of executive firings that led to the departure of its CEO, Sanjay Kumar. After an investigation by federal authorities found accounting problems, Kumar was formally ousted and eventually was indicted by the Justice Department.

Kumar wasn't the only high-profile CEO to swim in hot water. In April, Nortel Networks ousted CEO Frank Dunn over issues related to accountability for financial reporting.

In another surprising pink slip development, PeopleSoft fired its top executive, Craig Conway, in October. Industry analysts were surprised, given the timing of the high-profile Oracle move (see the "Most Memorable: Oracle & PeopleSoft" sidebar) and voiced concerns about the company's long-term health in the midst of a contentious takeover battle. The company's board of directors didn't point to financial concerns in firing its CEO, however, keeping fairly quiet about its reasons and stating only that they had "lost confidence" in Conway's leadership abilities.

Search Me

Although search technology has been around for years, it seems that 2004 was when the industry really got hot. The Google IPO focused intense scrutiny on how lucrative the search field could be, and the company continues to make news with its every move. "Google has really been a company to watch this year," says Thomson Financial analyst Gint Rimas. "It'll be interesting, too, to see how they deal with being a public company."

One of the reasons that Google is under scrutiny is that the search sector has attracted a slew of competitors. Major contenders include AskJeeves, Yahoo!, and America Online, but there are also plenty of startups such as Blinkx and X1 Technologies.

A major development in the past year was the prominence of local search services, which could prove to be a boon to SMEs. With local search, businesses can purchase local advertising and users can find them more easily through targeted search listings.

Just Browsing

"The browser wars are over, and Microsoft won," says Yankee Group analyst Tony White. "The company has about 95%, and that's what we call a lock on the market."

Others aren't so sure. Particularly at the end of the year, when Firefox 1.0 was released, it seemed the browser competition was back in full swing. Part of the reason for widespread grumbling in the industry surrounding browsers has been Microsoft's sluggishness at updating Internet Explorer. Worse, numerous security exploits in the past year have plagued IE users, who had to patch vulnerabilities related to buffer overflows and tabbing issues.

In November, Netscape Communications founder Marc Andreessen spoke at the Web 2.0 conference and blasted Microsoft for failing to pursue innovation. He predicted that such browsers as Firefox and Opera may turn out to kick Redmond into action by grabbing more browser market share, forcing Microsoft to produce new IE features.

With the browser wars renewed, CEOs coming and going, and search technology getting more refined, 2004 has set the stage for another year of rollercoaster action. And those in the industry wouldn't have it any other way.

Although search technology has been around for years, it seems that 2004 was when the industry really got hot.

Most Memorable: Oracle & PeopleSoft

Like the king and queen of the prom, it's easy to remember the dance that took place between Oracle and PeopleSoft during the past year. Except, in this case, the queen tried to leave the gym. In early December, however, Oracle finally snapped up rival PeopleSoft in a stunning $10.3 billion deal. All that remains to be seen now is how it will change the software landscape. "It's possible that PeopleSoft will simply disappear after this, as Oracle digests the company," says META Group analyst David Yockelson. "The next year should be interesting. Not as lively as the past year, maybe, but just as important for the industry."

Interview: Scott Handy, IBM Vice President Of Worldwide Linux

Open source made quite a mark in 2004, and Linux led the way. IBM Vice President Scott Handy answers a few questions about the year of the penguin:

What were some of the most noticeable advances for Linux in the past year?

It took hold in many areas, but I'd have to say that one of the most memorable was in government adoption. That's just been exploding. Government agencies in Europe, Asia, and South America are giving Linux a lot of momentum.

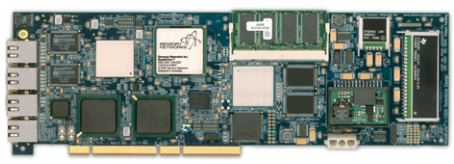
Has there been interest in getting Linux to SME customers?

I think SMEs are starting to see the advantages to Linux, definitely. Like larger companies, they're seeing that Linux is extremely flexible, and that's to their advantage. Also, SMEs tend to be budget-conscious, and Linux is ideal as an affordable system. That's why it's being chosen for developing countries so often.

Besides affordability, why else is Linux catching on so quickly?

It's adaptable to a number of environments, and it facilitates growth. Also, people like it because it's secure. You can look at all the source code and verify that there are no trapdoors. It has a great track record, too. There are many reasons why it's the fastest-growing OS and will continue to be.

Gigabit Intrusion Detection
Virtual Booth 3953 • Virtual Product 1862



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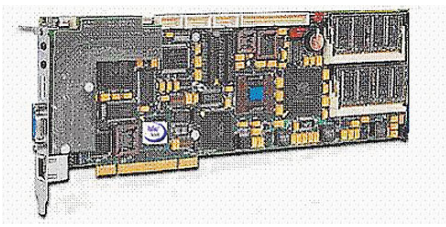
Intrusion Prevention System
Virtual Booth 3716 • Virtual Product 1353



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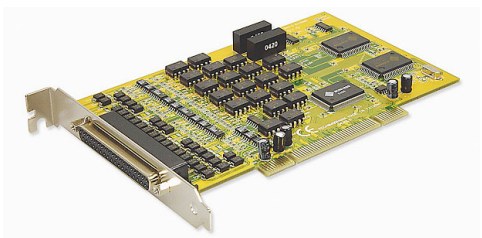

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SATA RAID Adapter
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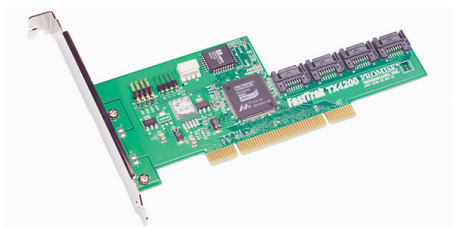

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This Year, Neatly Stored Away

Continued from Page 1

to small firms pushing for data integrity. And while the partnership dates back to 2002, it only came into its own this year, as SMEs learned the benisons of high-end storage.

As proof of this, Foskett notes that EMC and Network Appliance had a huge portion of the iSCSI market in 2003 because they were the only two firms who were in it. But in 2004, their share has fallen (despite the fact their gross shipments are up) because, says Foskett, "so many midsized companies are buying iSCSI from so many small vendors like EqualLogic and others."

Enter The Giant

There's another big name eager to pierce the iSCSI market: IBM recently added an iSCSI target, the DS300.

Billed as an "an entry-level, cost effective workgroup storage subsystem," the DS300 is designed for the IBM eServer xSeries and BladeCenter servers and aimed at workgroup storage apps, such as print and file servers and remote boot storage for diskless servers.

"It's an interesting way of creating a complimentary remote-site SAN, if you will," says Scott Drummond, program director for IBM storage networking. "We have Fibre Channels dominating in data centers, and we continue to see that happening until the next gee-whiz protocol comes out." But according to Drummond, iSCSI has value for schools, counties, and others with tight budgets and thousands of units spread thin geographically.

And, notes Drummond, these SMEs are jumping on the iSCSI bandwagon. "It's not just the technology lovers who are buying this stuff," he says. "It's not just the early adopters. We've got our eye focused on how we're crossing the chasm into the mainline."

So why, in 2004, have SANs and iSCSI systems wolfed down market share? In large part, they now cost the same as "plain old dumb internal disk," says Foskett. "The iSCSI arrays don't need a special host bus adapter. You can use Ethernet hardware that's lying around the office, and the skills needed to manage it are so small, as well, that we've gotten to a point where there's little difference between buying an iSCSI or Compaq disk shelves, cost-wise. But the iSCSI offer more."

An Unwelcome Entry?

2004 also saw the entry of SATA into enterprise storage, with a number of drives popping up in RAID bays—because, bluntly, they're cheaper.

But Drummond warns against using cheap equipment at the expense of stability. "There's a tradeoff," he says. "The duty cycle for a good SCSI disk is 80%: Both [SATA and iSCSI] will be spinning 24 hours a day, but we expect the SCSI to be in use about 80% of the time, which gives you a mean time between failures of about a million hours. It's 30% for SATA. We're concerned that people may start to run SATA at SCSI levels," thus pushing the lesser drives beyond their tolerance and causing more failures, as well.

In The Trenches

So, bottom line, what did 2004 bring to storage in the SME?

With cheaper SANs and the rise of iSCSI, SMEs can now apply "good storage management and all sorts of virtues to their data, meaning not only cost savings but avoiding outages, being able to process more data, and treat the data consistently," in Drummond's words.

Nowhere is that as clear than at Fresno Heart Hospital, where network admin Paul Barlow says, "We've invested a lot of money in our SAN infrastructure, and our main goal was a mix between speed and cost per size of drive, but even more, it's absolute redundancy and complete data backup."

As well it should be. With 5TB of data and 1.5 more added per year in imaging alone, Fresno Heart has one of the most advanced imaging systems in the world. Clinics are nearly wholly paperless, and MRIs and CAT scans can be viewed, stored, and sent electronically throughout the facility. It's a setup, notes Barlow, that was possible when high-end storage hit the mainstream.

In fact, Barlow notes that if he were to rebuild his system today, he'd "most likely do a smaller tape loader—there's still a need for tape; I have to get my data offsite—and I would do a completely redundant SAN with a whole different SAN solution and I would replicate to it. SAN prices have come way down. When we bought our SAN, it was $500,000. We can get the same thing now for $200,000."

In 2004 the storage market went from the "ivory tower of IT," in Foskett's words, to just another part of the data center, and one that IT managers at the SME will have to grapple with in full.

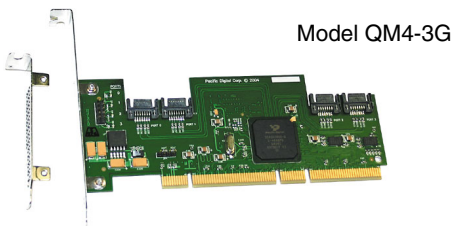
What Didn't Happen In 2004

While 2004 saw high-end storage hit the mainstream, with SAN and iSCSI becoming the darlings of IT managers in the small to medium-sized enterprise, one thing that failed to take off this year was information lifecycle management, much-hyped but little-used.

At heart, ILM is a sound concept. It simply means using advanced software to rate the importance and age of your data and then store it accordingly on your SAN, servers, and network. In other words, if you have old data that's rarely used, ILM software, much like a judge, will sentence it to your older, slower servers, and do the reverse for new and vital data.

Sounds good, no? But with disk space so cheap (and getting cheaper by the day), IT managers in the SME have opted to grow their storage capacity rather than store their data more cogently. It's only in the large enterprise—where storage issues are so complex—that ILM has truly caught on. And, of course, this leaves the question that industry watchers and other clairvoyants are fighting over: In 2005, will ILM hit the mainstream? And if it does, how will it change network storage, possibly forever?

Serial ATA II HBA
Virtual Booth 2885 • Virtual Product 2134



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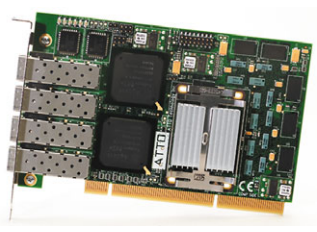

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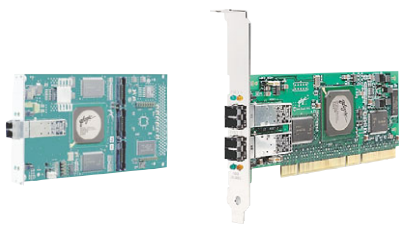

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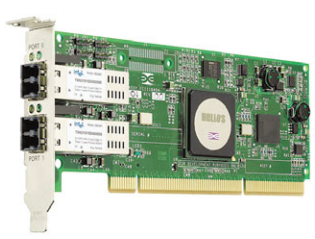

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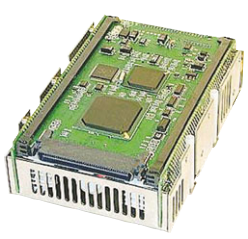

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FOCUS PIECE

The Year In Security

Innovative Technologies Hit Their Stride

by Douglas Schweitzer, Sc.D.

• • •

A QUOTE FROM science fiction author Arthur C. Clarke goes, "Any sufficiently advanced technology is indistinguishable from magic." The year 2004 certainly brought that to bear with a number of seemingly "magical" products designed and developed with computer security in mind. Products that ran the gamut from simple, one-sided preventive/defensive mechanisms to complex, multi-faceted constructions involving intricate installation and procedural maneuvers entered the security market. Which of these fared the best? Esteemed experts in the security field weigh in with their opinions.

Oh, Behave!

New state-of-the-art offerings include behavioral analysis engines such as Lancope's Stealthwatch, Mazu's Profiler, and Arbor Networks' Peakflow X, vehicles that help administrators understand what is transpiring within their networks. There are generally considered to be two types of virus detection: signature-based scanning and behavioral analysis. Behavioral analysis attempts to detect programs that act like viruses, even if they are different from known viruses in existence. The idea of monitoring behavior is not new. In the 1980s, tools such as Argus and NNStat were primitive instruments used for this purpose. "But I see it as somewhat heartening because it means network admins are finally waking up to the fact that they need to know what is going on in their networks. The '90s were a period of reckless depravity from the standpoint of disciplined network management," says Marcus Ranum, chief security officer for Tenable Security.

Getting "Pushed" Around

A new and promising technology is the ability to push signatures onto customer boxes rather than expecting customers to arrange for signatures to be pulled down. "Some manufacturers like ourselves have started this, and the DTI report in the summer suggested that this was the only way to improve defense," says Simon Heron, managing director of Network Box, a U.K.-based computer security firm. Most antivirus and IDSes rely on the client system regularly connecting to a central server and pulling down signatures. Failure of the client software to connect to the central server will result in no updates being downloaded.

"Our philosophy is to actively push solutions onto our devices, and to that end we have operations centers worldwide that can generate solutions and push them out to our clients," adds Heron. One problem with active intrusion prevention is that signatures and heuristics must be kept up-to-date to make it effective, much the same way you would with antivirus solutions. Network Box provides this service to its customer base, which are primarily small to medium-sized enterprises, so that they may retain focus on their primary task. This eliminates the need for the customer to spend time poring over extensive logs or trying to find out if a signature is available, if their system has downloaded it, or once downloaded, whether it is working.

Go "Out" For Security

The most important trend in information security at present is the growth of security outsourcing, also known as "managed security services." According to Dr. Gary Hinson, chief executive for IsecT, "The market for hardware security products such as locks and keys and software products such as firewalls, antivirus, spam filters, and spyware killers has matured. Manufacturers in that space have been consolidating since 2000, and the process continues today as smaller and smaller companies with valuable intellectual property nuggets are being picked out and absorbed by the big boys."

Hinson believes the information security services market, however, may have just reached its stride in 2004, as a growing number of organizations began to appreciate that technology alone could not keep them secure. A good security staff and a "culture of security" would be needed, as well.

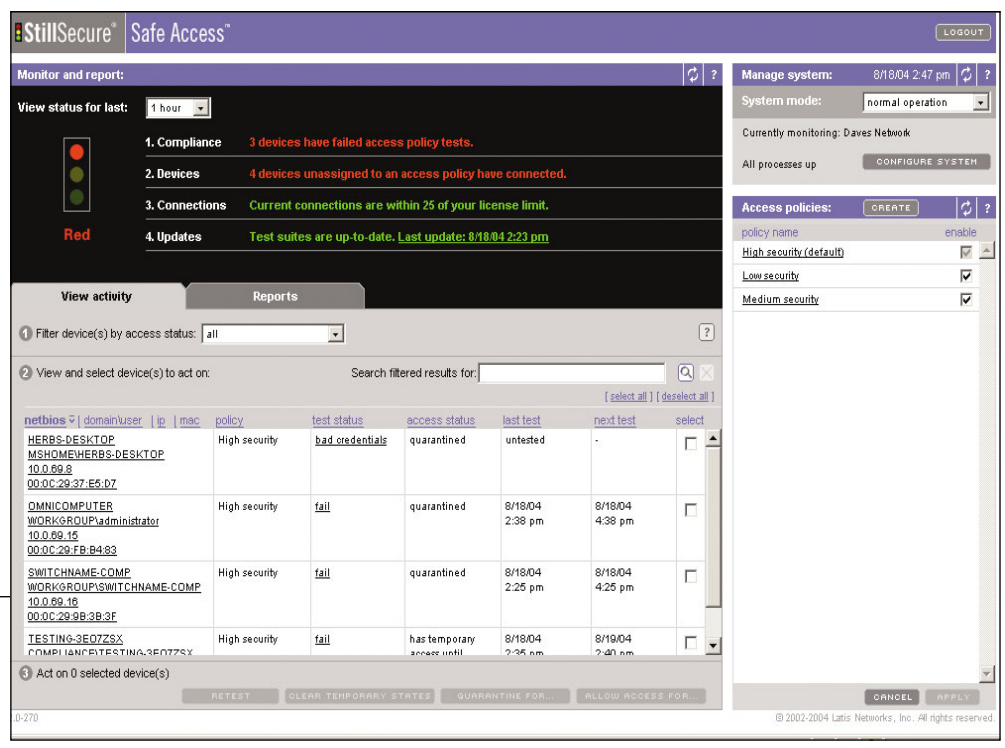
"Having a core of highly skilled in-house security specialists is fine for large companies so long as they can be recruited and retained, but the salary trends clearly indicate that experienced security professionals are in very high demand," says Hinson. Another factor to take into account is the need to provide 24/7 information security cover, especially important in e-business dealings. SMEs are often unable to justify the necessary investment and therefore have little choice but to call in assistance from outside sources. Hinson explains further, "Specialist security services such as incident management, vulnerability management, security awareness, and training are therefore beginning to take off and will continue strong growth through 2005 and beyond."

Science Of Compliance

While not necessarily new in 2004, two security products have been getting great traction with continued success anticipated into the future. The products, 5th Column (for commercial entities) and Aristotle (for educational entities) come from Sergeant Laboratories. Designed to monitor user/computer activity at the workstation, these products provide a level of tracking that meets policy compliance.

Lancope's Stealthwatch Security Appliance, which uses a standard 1U rackmount form factor, tunes in to deviations in normal network traffic and host behavior.

"I envision this becoming the need by many companies who must meet compliance with any of the various regulations, HIPAA, Sarbanes-Oxley, GLBA, and others. It provides the user/computer audit tracking information at a level that will be very valuable to many organizations," says Ken M. Shaurette, an information security solutions manager for MPC Solutions. Shaurette predicts that in the near future organizations will be seeking evidence that supports case laws. They will have to do so in order to remain compliant with laws that will take effect as evidenced by legislation passed in recent years. "A product such as this will actively be in position to support the evidence gathering, or they will be hiring computer forensic specialists to gather the evidence," adds Shaurette. For additional information, visit www.sgtlabs.com.



StillSecure's Safe Access protects the network by ensuring that endpoint devices are free from threats and compliant with the IT security standards your organization has in place.

Noteworthy Security Technologies

2004 saw a large influx of new computer security products covering a wide range of potential threats. With more users accessing company networks from remote locations, the ability to secure endpoints has become critical. The following two security technologies focus on helping organizations tie up the loose ends on their networks.

Endpoint Security

As you likely remember, in 2004 "endpoint security" was a ubiquitous catchphrase that quickly turned into one of the hottest security topics of the day. In April, StillSecure launched Safe Access, a utility that protects the network by ensuring that endpoint devices are free from threats and remain true to your organization's stated IT security policy. Safe Access systematically tests endpoint devices without use of a client or agent for compliance with organizational security policies, quarantining noncompliant machines before they can damage the network.

"StillSecure's Safe Access provides just-in-time security with its quarantine capability," says Pete Lindstrom, research director at Spire Security. "Safe Access provides the ability to secure the uncontrolled endpoint while establishing and enforcing a standard policy for network access, whether devices connect through a LAN, VPN, or other network connection."

According to Mitchell Ashley, CTO of StillSecure, "Safe Access protects the most valuable asset of your IT infrastructure: your network. Traditional endpoint solutions like antivirus, personal firewalls, and host-based IDS focus on locking down the endpoint. StillSecure goes beyond by protecting the network from these endpoints. As part of defining your security policy, Safe Access can enforce the use of antivirus, firewalls, and host-based IDS."

Portable Storage Security

Another interesting new product, called GFI LANguard Portable Storage Control (P.S.C.), comes from GFI Software. This handy product helps protect the entry and exit of data via USB sticks and other portable storage devices. Portable storage devices present another potential security hole as they allow users to take confidential data or introduce viruses, Trojans, or other malicious agents into company networks. For additional information or to download a copy, visit www.gfi.com.

The Year Of VoIP

FOCUS PIECE

Networking & VoIP Technologies Mature In 2004

by Ericka Chickowski

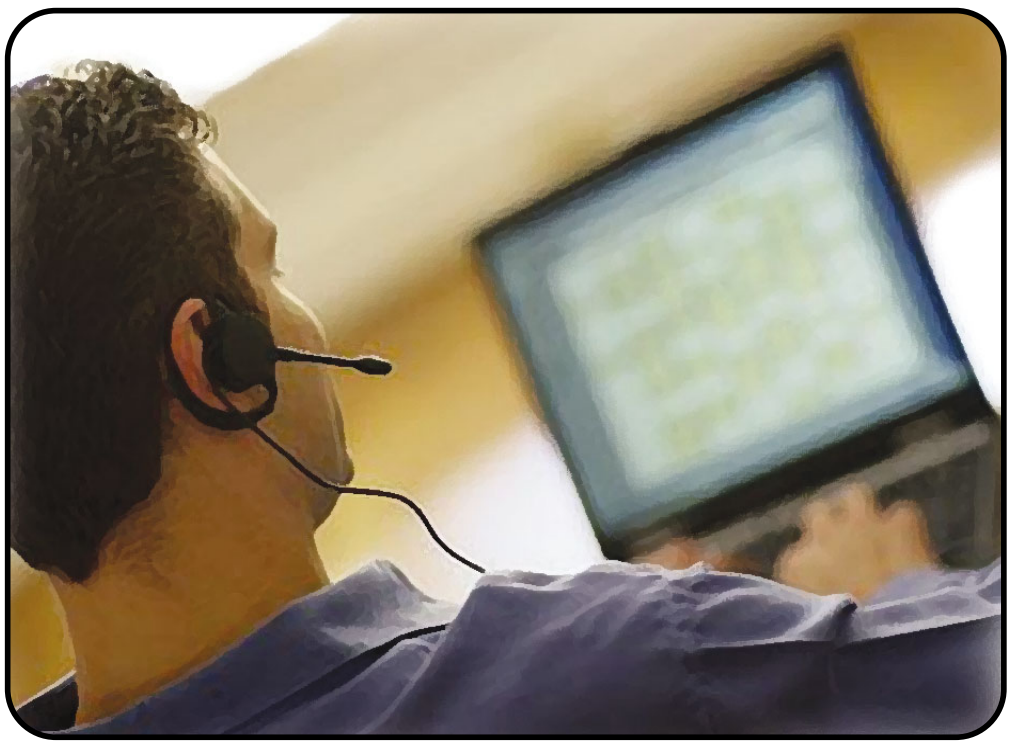
• • •

FOR NETWORKING TECHNOLOGY, 2004 was a year of maturation. Rather than focusing on new and trendy technologies, the market primarily gave its attention to those products that once were trendy but never quite lived up to analysts' projections.

Of all the technology that influenced the course of this year's business activity, perhaps none was quite as splashy as VoIP telephony. For consumers, small businesses, and enterprises alike, 2004 has unquestionably been the year of VoIP.

After years of hype, VoIP technology is finally maturing into something most businesses are considering—at least 67% of businesses according to some sources. This year was huge for VoIP sales, with a 48% jump in worldwide sales according to IDC. Even more important was the obvious, if somewhat immeasurable, explosion in good exposure for the technology. Analysts are not only calling VoIP viable, they are recommending businesses convert their companies from traditional PBX lest they get left behind.

Other big winners this year were 10-Gigabit Ethernet, wireless networking, and vendors that are finally beginning to target SMEs.



VoIP Strategic Advantage

In years past, the lure of unlimited long distance proved to be compelling enough for businesses to switch over to IP telephony when executing their already planned updates of PBX systems.

But by the beginning of 2004, the cost of long distance had come down so far that this advantage seemed only nominal. And in the meantime, IT managers were beginning to understand the hidden costs of VoIP, for expenditures such as infrastructure upgrades and new handsets.

So why hasn't spending leveled off for IP telecommunications? IT is finding that the technology's once-tactical price advantages have now morphed into a strategic advantage of better features over POTS. They are realizing that VoIP phones are easier to use and more powerful than their PBX counterparts.

By converging telecommunications into the network like any other application, IT can now integrate such things as instant messaging, audio conferencing, and email into phone service. VoIP has made always available phone service possible, allowing businesses to forward calls to cell phones much more easily. And as wireless LANs become more mature and powerful, their combination with IP phone services will provide an extremely cost effective alternative to cell phones.

Most compelling to businesses planning a major infrastructure upgrade is the fact that all of these strategic advantages can be provided for little additional cost. The result is a higher ROI when installing something that was already in the works.

VoIP's Last Roadblock Still Not Conquered

In the past, concerns for things such as voice quality and scalability have largely been answered. Now, if a business has the money for a major VoIP launch, the last stumbling block to IP telephony adoption lies in security.

Some experts worry that the advent of VoIP spam isn't too far away. But most scary to industry insiders is the fact that any kind of network breach can render an IP phone network as useless as its other application counterparts during down time. As security firms begin to address this problem, VoIP salespeople will find resistance to their products begin to dissipate.

Gigabit Beyond Hype

Another networking technology that has moved beyond the hype phase this past year is 10 Gigabit Ethernet. According to the research firm CIR, 10GbE port sales quadrupled this year. And the firm sees this as just a ramp up into a continued upswing in all things Gigabit. CIR projects the market will reach $570 million in 2005 and $3.3 billion by 2009.

Unsurprisingly, one of the biggest keys to growth this year has been a dip in Gigabit prices. As the CIR study mentioned, there has been a drop in interest for SONET/SDH technology over Gigabit because at this point the 10GbE routers are 50 times less expensive than OC-192 router ports.

The 10GbE technology is also starting to make sense to more companies due to the explosion of VoIP this year. As companies begin to implement convergence technologies such as VoIP, they are finding that they need to improve their infrastructure's "plumbing" to handle increased traffic on the network.

Wireless Networking Continues To Grow

Like its Gigabit and VoIP counterparts, wireless networking also finally broke into the mainstream this year. The Dell'Oro Group estimates that enterprise access point sales will ring out the old year with 75% more shipments than in 2003.

Wireless security problems are finally beginning to be addressed, and even without increased security stop gaps, the boardroom is clamoring too loudly for the technology to completely ignore wireless networking.

All of this year's most popular technology goes hand in hand. As businesses move toward 10GbE, they are looking for ways to leverage the technology with their WLAN into super-fast wireless connections. This so-called Wi-Max technology hasn't made it big yet, but it is the next stage of maturity set for 2005. If it goes without a hitch, managers hope to further converge by utilizing wireless VoIP phones for maximum mobility.

Another networking technology that has moved beyond the hype phase this past year is 10 Gigabit Ethernet.

Lip Service No Longer

Networking technology isn't the only thing that has matured in 2004. So has the vendors' outlook on the market. After years of paying lip service to their small to medium-sized enterprise customers, vendors are finally creating and marketing products and services specifically for these customers. This change in pace has come out of necessity, as the larger enterprises have finally reached a stage of build-out that doesn't require as much purchasing activity. It also is a result of the number-crunchers finally seeing the untapped buying potential of this collective market.

Most notable among the group of vendors was Cisco, which has largely catered to large enterprise customers in the past. The company made announcements early in the year admitting its past transgressions toward the little guy and promised to make its products simpler for SMEs. The new products include simplified routers and switches, as well as packaged software products. As 2004 merges into 2005, the company will also begin to roll out more single-box solutions for small businesses that don't want to deal with too many appliances or applications. This trend has already begun with the company's CRM and VoIP software combination offered jointly with Microsoft.

2004 Quick Facts

- According to IDC analysts, worldwide VoIP equipment sales are expected to finish up at $4.9 billion this year. That is a 48% increase over 2003. The firm says that by 2007 the market will reach $15.1 billion.
- Telecommunications providers are making VoIP more available. A recent survey of providers by Infonetics Research found that 94% of respondents plan to offer hosted IP voice services by the end of next year.
- Small to midsized enterprises are buying at a faster rate than their enterprise counterparts. AMI Partners expects 2004 totals for worldwide VoIP equipment sales to increase by 50% this year, equaling $1.1 billion by year end.
- Analysts for the firm CIR estimate that 10 Gigabit Ethernet unit sales have quadrupled in 2004.
- WLAN also got a boost. Enterprise access point shipments should increase by 75% in 2004, according to The Dell'Oro Group.
- Most large enterprises spend about 2% of their revenue on IT. Analysts with AMR say that SMEs are spending 6.4%. Vendors such as Cisco have finally taken note of the trends.

Most Important Advancement: Regulation Consolidation

Though the VoIP sector has been innovating and growing tremendously in 2004, the biggest advancement didn't come from vendors or manufacturers. It came from the government.

No, Uncle Sam didn't invent a new VoIP gadget. But the suits that work for him at the FCC did just clear the way last month for the industry to innovate unimpeded. Since 2003, a growing cloud has been hovering over VoIP in the form of threatened regulations. Especially worrisome to industry insiders was the growing rumble from local lawmakers hoping to cash in on the growing, but still fledgling VoIP phenomenon. Analysts agreed that if local lawmakers were given the right to regulate VoIP in the United States, the industry could suffer from the confusion cased by the resulting mish mash of laws and a potentially heavy tax burden. The only thing from keeping the legislators at bay was the fact that the technology is so young that there was no precedence for jurisdiction. Before 2004, no one from the federal government had called any formal dibs on the technology, though it became clear by last year that the FCC would play some role in the regulatory process.

Throughout the year there were signs that the FCC would rule on the VoIP question, but it wasn't until November that the matter was finally put to rest. FCC decision makers voted 3-2 to ban states and municipalities from putting telecommunications regulations on VoIP providers. The ruling states that VoIP is no different than any other Internet application.

Unique Advancement: 911 Services

It may seem strange, but one of the major deterrents to ordering VoIP before 2004 had to do with the fact that you and your co-workers had the potential to choke on a piece of chocolate or have a heart attack at work at any time. VoIP's previous inability to integrate with 911 networks across the nation made it an extreme liability for safety-conscious businesses. But with this year's emergence of several companies providing E911 services for VoIP, you can now happily enjoy VoIP and a Snickers bar all at once.

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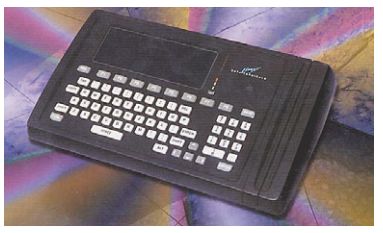

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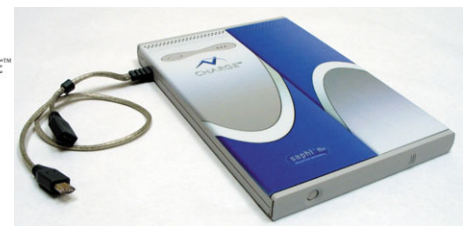

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PRODUCT RELEASES

DATA COMMUNICATIONS

■ **Agere Systems** introduced its SerDes (serializer-deserializer) platform, which is intended for storage and networking devices with high-speed serial interfaces. Agere has halved the core size and power usage of its new SerDes technology compared to earlier serial interface offerings, while the architecture supports both ends of the interconnect, making host-side and drive-side serial chips possible. SerDes supports serial interface standards such as SATA, SAS, Fibre Channel, PCI-E, XAUI, SONET backplace, and Serial RapidIO. The new technology can be implemented on either 130nm or 90nm processes.

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■ **Cisco** announced new products and partnerships to help service providers transform their networks to more flexible IP NextGeneration Networks. The company introduced the Cisco CRS-1 8-Slot Single-Shelf System, which is designed to deliver service flexibility, continuous system operation, and extended system longevity to service providers.

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■ In an effort to speed the transition to Gigabit and 10-Gigabit Ethernet, **Foundry Networks** announced a series of new modular Gigabit and 10-Gigabit Ethernet optical interfaces. Two new transceivers, which meet the recently adopted 802.3AH EFM (Ethernet-in-the-First-Mile) and the 10Gbase-ZR/10Gbase-ZRD (10-Gigabit Ethernet) standards join three other Foundry Networks transceivers that were announced in November.

• • • • •

■ **Multi-Tech** has announced its new RJModem embedded modems that measure just 0.69 inches high x 0.75 inches wide x 2.5 inches deep (including the RJ11 port). In all, a total of six new models are available supporting three standards (V.32bis, V.34, and V.92). Each of the three standards supported ship in either a 3V or 5V model. The V.92 unit can transmit data at speeds up to 56Kbps, includes PCM upstream support and V.92 features such as Quick Connect and V.44 compression. RJModems are sold to OEMs in packs of 50.

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■ **SMC Networks** has designed its SMC EliteConnect 2.4GHz 802.11g wireless Hotspot Gateway Kit (SMCWHSG44-G KIT) to allow businesses to use Wi-Fi access as a means for generating income. The SMCWHSG44-G KIT is a wireless access point/bridge with a NAT router and SPI firewall but also features AAA (Authorization, Authentication, and Accounting) services and a Mini POS ticket printer. SMC has combined Wi-Fi access and billing into a single product and believes the SMCWHSG44-G KIT will be ideal for coffee shops, hotels, and airport terminals.

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■ **Strix Systems** announced its Access/One Network OWS (Outdoor Wireless System), a Wi-Fi cellular system that is specifically designed for use in public safety, metropolitan, and rural-area networks. The Access/One Network OWS uses a system of radios, channels, and other RF technologies to build system backbones and allow for easy connectivity. The network supports link rates of up to 108Mbps and is a self-tuning, self-configuring, and self-healing system that ensures data paths are always optimized and that the network can route around interference and congestion.

GRAPHICS & VIDEO

■ **Ergotron** introduced its Constant Force lift and pivot technology, which will be included in all of the company's upcoming products. The Constant Force technology uses a conventional spring that lets users adjust their monitors to many positions without a lot of effort.

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■ **Planar** and **3M** announced two expanded monitor lines, the Planar PT touchscreen family and the LA open-frame family. Both monitor lines include 15-, 17-, and 19-inch monitors. Planar offers resistive touch technology and scratch-resistant capacitive touch technology for monitors that will see wear and tear. The LA models include design and engineering support, and both models include Planar's Customer First three-year warranty. The monitors support Win98 or newer.

POWER DISTRIBUTION SYSTEMS

■ **Lantronix** announced a power management system that lets administrators control power at any time, day or night. The SecureLinx SLP controls any rackmounted equipment and lets administrators monitor and manage remotely via a Web interface. The SSH (for command-line) and SSL (Web) secure interface can remotely handle a variety of tasks, including reboots and power-ons. The appliance portion of this system handles both in-band and out-of-band power and features international, plug-style connectors. The SecureLinx is available in eight- and 16-port models.

PROCESSORS, CHIPSETS & MEMORY

■ **AMD** is bringing its PowerNow! technology to its Opteron processors. PowerNow! with Optimized Power Management lets the system automatically adjust its power consumption. The feature will be added to AMD servers and workstations that use the Opteron processor in the first half of 2005. The technology can help relieve cooling and ventilation problems in large data centers and, by reducing heat, may help lengthen the lifespan of some components.

Go to Page 14, Column 1

Exabyte Releases Magnum Ultrium Autoloader

Compact, Affordable LTO-2 Tape Backup With The SME In Mind

by Daniel P. Dern

• • •

FOR MEDIUM-SIZED businesses and remote sites, backup has often been expensive and hard to manage. Exabyte's new Magnum 1x7 LTO Ultrium Autoloader offers an automated backup, restore, and archival solution in the form of a tape autoloader with an LTO-2 (second-generation LTO) tape drive and seven cartridge slots—similar in principle to a multidisk CD/DVD changer—all in a 2U rack-mountable case.

Each tape can hold up to 200GB for a total in-device capacity of 1.4TB, and the Magnum can accommodate up to 187GB per hour of data bandwidth—as fast as a NAS can send it.

Other features of the new Autoloader include a barcode reader, Ethernet port (for network administration), remote management capability, and a rackmount kit. According to Exabyte, the Magnum Autoloader has been certified by BakBone Software for Unix and Microsoft Windows; additional software certifications for Computer Associates, Veritas, and Legato for Unix and Windows were completed in November.

According to Exabyte, the Magnum is the first (and currently only) LTO-2 tape autoloader available with a sub-$5,000 street price, offering features typically found only in more expensive tape automation devices.

Phil Pesce, sales manager at HemTech Solutions, one of Exabyte's VARs, says that HemTech sells the Magnum 1x7 for roughly 25% less than a competing autoloader and, says Pesce, "The previous ones were much bigger, like six to eight U." Additionally, he reports, the Magnum is faster; remote management capabilities include the ability to initiate a self-cleaning.

"The tape industry . . . is still very strong, especially for small to medium businesses," states Dianne McAdam, senior analyst/principal at the Data Mobility Group. "Tape automation products like this—small autoloaders—are really attractive because they give good automation at a real cheap price point.

"What's really interesting," McAdam adds, "is that Exabyte has provided this small autoloader with technology that's already accepted in the midsized world. The Magnum 1x7 isn't necessarily an enterprise product; it's more for the medium-sized market . . . it combines reliable robotics with LTO-2 drives to bring automation to customers in a very compact and very affordable package."

SNAPSHOT

Exabyte Magnum 1x7 LTO Ultrium Autoloader

Less than $5,000 (estimated street price)

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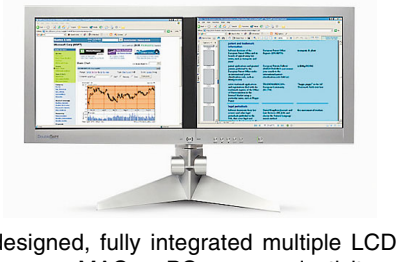

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PRODUCT RELEASES

Continued from Page 13

SECURITY

■ With its Application Resource Kit, **American Power Conversion** is targeting SMBs and enterprises that are responsible for wireless network security. The kit includes APC's white papers "Network-Critical Physical Infrastructure For Enterprise Wireless LANs," "General Considerations For Designing Highly Available Solutions," and "Key Customer Challenges By Wireless LAN Layer." The kit also includes information about other NCPI and WLAN areas and is available at promo.apc.com.

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■ **GTA** has begun shipping four firewall appliances with spam filtering and antivirus built in. Based on GNAT Box OS 3.6, the new GB line is targeted toward the SME and remote/branch office markets. The GB-2000 and GB-2000e are unlimited use models, whereas the GB-250 and GB-250e serve up to 10 users. The "e" suffix denotes hardware VPN acceleration.

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■ **Nortel** introduced remote access security products and threat protection capabilities designed to improve access security for remote workers. The system is based on Nortel's VPN Gateway 3070, a new SSL and IPsec VPN platform designed for large enterprises and managed VPN service provider deployments. In addition, Nortel is integrating IPsec VPN functionality into the VPN Gateway 3050 platform. The company also introduced Nortel Threat Protection System, which detects threats to the network and adapts to eliminate them, allowing customers to shut down suspicious activity from anywhere within their network.

SOFTWARE

■ **ADIC** announced the latest versions of its AMASS software. The new AMASS 5.4 adds support for new Ultra Density Optical drives that pack as much as 30GB of data storage per 5.25-inch form factor media. In addition, the latest version includes updated support for new Quantum SDLT and Sony AIT drives, as well as IBM's 3592 drive. Support for the latest tape library control software is also available. AMASS 5.4 includes support for ADIC's SDLC 2.5 and StorageTek's ACSLS 7.1 software. New support for later generations of SGI's IRIX and HP's Tru64 operating systems are also included.

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■ **Arkeia** announced a new plug-in for hot backup of PostgreSQL databases. The hot backup plug-in is compatible with the company's flagship product, Arkeia Network Backup, as well as Arkeia Server Backup. This product is compatible with PostgreSQL 7.2 and above and is available for Linux, with other operating systems to follow.

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■ **Computer Associates** introduced three new mainframe-related products. One is the Unicenter NetMaster r11, a management suite for mainframe-connected TCP/IP and SNA networks. The company also unveiled the Unicenter CA-OPS/MVS Event Management and Automation r11, an automated systems operation product for z/OS environments. And finally, the company introduced Unicenter CA-SYSVIEW Realtime Performance Management r11, which helps mainframe system programmers to determine the cause of degraded z/OS system performance by reviewing short-term historical event data.

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■ **Constant Data** released the latest version of its cross-platform Linux, Mac OS, Unix, and Windows server OS replication tool. Constant Replicator 4.0 includes a management console GUI that lets administrators monitor software across the network. The program also has optional command-line tools and an optional API and SDK toolkit that lets admins customize other storage systems. Constant Replicator uses data encryption and includes such wide-ranging features as authentication, bandwidth control, multipath technology, and compression. Because the software has a single code base, Constant Replicator has a similar appearance across all of its supported platforms.

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Go to Page 15, Column 1

VIA Releases Open-Source VPN Utility

New Encryption Security Toolkit Available As Freeware

by Steven S. Ross

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A NEW TOOLKIT FOR encryption security on VPNs is available as a free 12MB ZIP file download from VIA Technologies. The package, VIA PadLock VPN, works on Linux systems (kernel 2.6.5 and higher) using VIA's C5P "Nehemiah" CPUs and system boards. These are low-power (7- to 20-watt), native x86-compatible CPUs operating in the 533MHz to 1.3GHz range. The download contains almost 500 separate files, all open source, which can be compiled directly or modified to suit your needs. Decompressed, they total almost 30MB.

The C5P CPUs have an RNG (random-number generator) on the chip itself. It uses the electrical noise in the chip's circuitry to generate random values. The random numbers, in turn, drive the U.S.-government-approved AES (Advanced Encryption Standard). In October 2003, VIA released several open-source software-based RNG programs and an encrypting engine (Pad-Lock ACE, or Advanced Cryptography Engine) to take advantage of the random numbers.

The package combines IPsec and VPN technology with the AES hardware encryption capabilities of PadLock ACE to make it easier to build VPNs. The package can be built not only as an embedded VPN gateway or firewall device to implement secure site-to-site links between multiple networks, but also as a client/server system to implement secure access between roaming clients and a network.

The on-chip RNG speeds up the process and provides numbers that are more random than software-based RNGs—randomness on a par with add-on hardware-based RNGs that typically use thermal sensing in resistors to do the job. According to VIA, PadLock ACE encrypts at rates up to 12.5Gbps on a 1GHz VIA Eden-N processor, which is "more than eight times faster than the best software AES implementation from a . . . 3GHz Intel Pentium 4 processor-based system."

The speed advantage over hardware-based systems is not as large, although the lower price and lower power consumption can be a big advantage. Brian Gladman, the iconoclastic British security expert, tested ACE last year and says the VIA CPUs are 1.5 to two times faster at encrypting than off-the-shelf hardware-based RNGs. The random values are stored in a collection buffer accessed directly through a dedicated x86 instruction set without the use of vulnerable software drivers. Because the ACE engine stores them until they are needed, system overhead is low, even for throughput as high as the 12.5Gbps limit.

"Our developers have written device drivers for numerous PCI cryptographic devices, which were expensive, slow, buggy, and over-complicated," noted Theo de Raadt, OpenBSD Project Leader, in a white paper last year. "There's just no way to describe how happy we were to find such an inexpensive, blazingly fast, and correctly operating device as . . . ACE . . . and best of all, it was almost trivial to add support [for such things as VPNs]."

SNAPSHOT

VIA PadLock VPN

Freeware

Linux users with VIA C5P CPUs can use this software to build fast, secure AES encrypted VPNs; AES keys as long as 256 bits are supported

(510) 683 3300
www.via.com.tw

The VIA PadLock VPN package combines IPsec and VPN technology with the AES hardware encryption capabilities of PadLock ACE to make it easier to build VPNs.

For more information on the VIA PadLock Security Initiative, visit www.via.com.tw/en/padlock/padlock_initiative.jsp.

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PRODUCT RELEASES

Continued from Page 14

■ **CyberGuard** announced a new version of its CyberGuard Webwasher Content Management Suite. The new version includes protection against adware. The software scans incoming traffic, removing spyware or adware code at a company's network gateway. The software also monitors outgoing traffic to prevent spyware and adware already installed from sending sensitive information. As CyberGuard points out, adware and spyware not only increase bandwidth, but it can also pose a security risk, as you can't be certain what data is leaving your company network.

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■ Spam filter **InBoxer** is available in a new version. InBoxer Version 2.0 ($29.99) offers spam filtration for BlackBerry and Treo devices, as well as for other handhelds. Another feature is MailTones ringtones for new email, which users can set to ring specific tones according to sender, subject, or body text. Additional mail redirection features are included in a $49.99 edition.

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■ Custom software developer and outsourcer **Logic Software** recently introduced EasyProjects.NET version 2.9.1. This is a windows Web-based management tool and tracking system designed specifically for software development projects. With this software you can easily access outstanding and completed tasks, open and fixed issues, customer request statuses, employee and contractor timesheets, and resource allocations. It also simplifies the tasks of assigning deadlines and coordinating teams for projects. Features of the version include a highly customizable permission system, which makes it easy to split up project duties; a report of delayed tasks; new open bug reports; and reports of tasks that are due in the near future. The latest version of EasyProjects.NET comes in four editions: Standard, Professional, Enterprise, and Source Code.

STORAGE

■ **FCPA** has announced a mobile hard drive called the MHV2100AH. It's undoubtedly a 2.5-inch unit to judge by its specifications, although Fujitsu doesn't come right out and say so. The 5,400rpm drive, available in a capacity of 100GB, offers rock-bottom power consumption, the company says (0.6W idle/1.9W read/write). It's also very quiet (26dB idle) and tough (900G/1ms shock, nonoperating).

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■ Solid state storage offers tremendous retrieval speed for critical servers. Noted manufacturer **Texas Memory Systems** now offers an entry-level solid state module with 8GB capacity and speeds of up to 400MBps. The RamSan-120 can also surpass 70,000 random I/Os per second, TMS says. The 1U rackmount unit offers failover protection, hot-swappable power supplies, and a backup hard drive, plus other enterprise-level features.

TELEPHONY & VoIP

■ **Polycom** announced the availability of the SoundStation2. The newest member of the triangular-shaped conference phone family boasts twice the volume capability and 1.5 times the microphone pickup ability of the original Polycom SoundStation. This pickup ability allows a person to talk in a normal voice from 10 feet away and still be heard clearly on the other end of the line. Other features on the SoundStation2 include a backlit LCD display for caller ID, an address book for speed dialing, and a cell phone connector. For businesses that have intercontinental contacts, this device supports seven languages. The SoundStation2 is available through Polycom's distribution partners starting at $599.

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■ The optiPoint 420 from **Siemens** is a lineup of VoIP phones. According to Siemens, the four models—the optiPoint 420 advance, economy, economy plus, and standard—are suited for mobile customers who need to access their profiles from several different phones or those who share a phone among multiple other users. For example, users can access their customizable speed-dial list from any optiPoint 420 phone once they log in and enter their password. According to Siemens, the optiPoint 420 family also features superior speech quality, a built-in browser, and a standardized interface for simple integration into legacy communications systems. Support for the SIP (Session Initiation Protocol) standard should be available for the optiPoint 420 series by the end of 2005.

Maximize Workstation Usability

Allume BoostXP Enhances Windows' Performance & Security

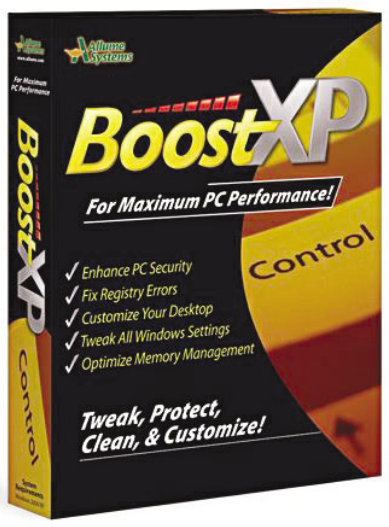
by Joseph Pasquini

• • •

AS ALL SYSTEM ADMINISTRATORS can confirm, most users have a tendency to tweak their computers to one degree or another. While end users are often interested in customizing and personalizing their workstation settings, admins strive to enhance system performance and tighten security. Some of these tweaks are innocent enough, while others are well-intentioned but hazardous. With the release of BoostXP, Allume Systems attempts to mitigate these risks by providing a handy management console to both users and to the professionals that serve them.

Matthew Covington, product manager for Allume, explains that BoostXP is targeted to both corporate and general user audiences. Says Covington, "The intention of BoostXP is to provide a single product with an integrated interface to handle four system areas: protection, cleanup, customization, and performance." Businesses with a small IT support staff will be able to capitalize on BoostXP's ability to provide a greater degree of security granularity than is normally possible using the native Windows tools. In addition, users are able to customize their systems more easily and safely than ever before.

BoostXP enhances workstation security via several methods, including its ability to restrict access to administrative tasks and selective program execution. Malware and other suspicious programs can also be blocked. Internet Explorer is better secured, as users can be prevented from changing IE security settings or from saving site passwords.



SNAPSHOT

Allume Systems BoostXP

$29.99; corporate volume licensing also available

System utility offers customization, performance, and security features for Windows users

(831) 768-3612
www.allume.com

Hard drive space is reclaimed via BoostXP's ability to clean up the Windows Registry and remove IE cookies, cache files, and temporary files. BoostXP also discovers and repairs common file-related issues, such as broken shortcuts.

BoostXP excels at Windows customization. It lets users change file and folder icons, create custom tool tips, and create and manage their wallpaper. These Desktop backgrounds can be scheduled to rotate automatically from an assortment of images.

Performance is improved with a memory defragmenter. BoostXP offers suggestions for improving the overall system speed and resolves common issues. It also addresses many Windows Registry problems and offers the ability to undo committed changes. BoostXP also comes bundled with an appointment calendar.

Utilities offering components of BoostXP's functionality are already available. Commercial products such as Norton SystemWorks, as well as numerous shareware, freeware, and native Windows utilities, already provide many of the capabilities of BoostXP. However, Allume has centralized many of the best features of all of these products into one simple-to-manage interface.

BoostXP retails for $29.99 and is available from major retailers or as a download directly from Allume. Corporate volume licensing is also available on a sliding scale. (Email sitelicenses@allume.com for details.) Windows 2000 or XP is required. P

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VoIP Backup Power Made Simple

Liebert IP Telephony Availability System Bundles All The Essentials

by Daniel P. Dern

• • •

Moving to digital voice networking, such as a VoIP PBX and desksets? If you don't include a plan for backup power, you'll be wishing you had when the inevitable power events occur: surges, sags, or second/minute/hour outages.

To make this provisioning single-product-number easy for small to medium-sized businesses, as well as for companies provisioning remote sites and offices, Emerson Network Power offers its Liebert IP Telephony Availability System.

The Liebert system is intended primarily for use with stackable switches and routers, primarily from Cisco, such as Cisco CallManager Express 3.1 and Unity Express (release 1.1.2).

The power protection and backup power can also be supplied to VoIP desk phones using 802.3af Power Over Ethernet.

Interestingly, according to Terry King, director of business development at Emerson, the Liebert product began as a response to a request from Cisco for a power solution for use with demo kits for Cisco's 3745 Router.

But, relates King, "When the Cisco partners saw it, they said they wanted it as a product, since it offered a single-part-number solution that included UPS, enclosure, maintenance bypass, etc., which meant that customers wouldn't have to sort out all the pieces and parts to do this."

SnapShot

Liebert IP Telephony Availability System

Starting at $2,500

Backup power for IP telephony in a single bundle including UPS, enclosure, and bypass capability

(800) 877-9222
www.liebert.com

The Liebert system includes double-conversion UPS technology, which, according to King, significantly improves the battery replacement cycle, helping reduce costs. Other features include physical security, UPS bypass capability (for use when swapping batteries or if there's a problem with the UPS), and remote monitoring/management.

Most of the systems sold to date, reports King, are being installed in remote locations or in small businesses. "We're seeing sales or expressions of interest from small companies looking for just one, two, or three systems, as well as with companies looking to provision hundreds or even thousands of locations."

The Liebert system is available as a wall-mount unit for up to about 50 phones or as a 22U cabinet capable of handling approximately 120 phones.

List price for the Liebert system starts at around $2,500 and can surpass $7,000, depending on the battery capacities and other options. To simplify ordering, separate part numbers are available based on the Cisco device to be protected.

PanGen Structured Cabling Solutions

General Cable & Panduit Collaborate To Bring Enterprise-Class Cabling To SMEs

by Will Kelly

• • •

Network cabling vendor General Cable and networking and electrical solutions manufacturer Panduit will join forces to provide the small to midsized enterprise market with cabling solutions typically found in larger enterprises. The alliance combines the companies' sales and marketing efforts to offer its PanGen Structured Cabling Solutions, including the PanGen Pro for SME customers. New products are also in the alliance's development pipeline, including 10 Gigabit Ethernet solutions.

SnapShot

PanGen Structured Cabling Solutions

Alliance between General Cable and Panduit produces cabling solutions geared toward the SME

(800) 424-5666 (General Cable)
(800) 777-3300 (Panduit)

www.generalcable.com
www.panduit.com

PanGen Pro provides industry-standard Category 5e and Category 6 cabling, which should appeal to the budgets of SMEs. Category 5e is the recommended standard for new cabling and supports transmission speeds of up to 1Gbps. Category 6 cabling is made to a higher standard than Category 5e cabling, thus offering better performance. SMEs that seek to move away from cabling their own facility or want a more structured cabling solution should take the time to review PanGen Pro.

The official premiere of PanGen Structured Cabling Solutions is slated for the January 2005 BICSI Winter Conference in Orlando, Fla., which means that a sales and marketing push targeting enterprise customers is certainly due shortly thereafter.

The collaboration brings other benefits for customers, including joint research and development, certification/training programs, and technical support spanning both cable and connectivity issues.

Existing General Cable customers should expect some shifts in the General Cable sales organization currently serving their account. However, General Cable is going to honor and fully support all existing warranties.

This alliance can expect to see competition for SME customers from smaller regional cabling players already servicing local SME cabling needs. However, these regional cabling companies will face a larger and well-financed competitor in the General Cable PanGen Structured Cabling Solutions.

The General Cable sales team is handling all sales inquiries for products falling under this new alliance. No unit pricing has been set for General Cable PanGen Structured Cabling Solutions; pricing varies based on the client's technical and business requirements.

NETWORKING
MARKET WATCH

Cutthroat Vendor Competition Means Good News For You

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on networking.

by Sixto Ortiz Jr.

• • •

Networking is more important to businesses large and small than ever before. Need proof? Just take a quick stroll through your local electronics store and check out all of the networking hardware now available to the masses at very reasonable prices. Even fairly sophisticated hardware, such as routers and switches, is now sold by traditional discounters such as Dell.

As more and more mission-critical applications move into IP networks, the strategic business importance of the network will continue to increase. The hardware might be getting cheaper, but networked environments are getting more complex and the applications that run on them are more critical than ever to the bottom line.

SMBs Embrace Networking

A key trend for the networking marketplace is the adoption of increasingly sophisticated networking technology by small and medium-sized businesses. Traditionally, the SMB networking marketplace has been served by "bottom-feeding" vendors such as Netgear and Linksys, writes Stan Schatt, vice president and research director for Forrester's Telecom and Networks research group, in a February 2004 research report ("Not Your Father's SMB Switch"). The network switches sold by these vendors are simple to configure and use and fetch competitive, commodity prices.

But, Schatt adds, SMBs are beginning to adopt technologies such as multimedia, VoIP, and more complex security measures. So, vendors such as Cisco and Dell are now staking a claim in the SMB networking marketplace by offering products that are a cut above in terms of technological features.

Cisco, Schatt writes, is positioning itself at the high end of the SMB networking marketplace, while Dell is offering products that serve the low end. The result, Schatt emphasizes, is a bonanza for SMB customers, who will be able to obtain fairly sophisticated hardware at very competitive prices.

Security Is Important

Another key trend for SMBs as we move into 2005 is an increased emphasis on network security applications. According to a November 2004 Forrester survey ("The State of IT Spending in SMBs"), 74% of SMBs surveyed plan to purchase security software in 2005. According to the survey data, the vendor that will benefit the most is Symantec, followed by Cisco and McAfee.

Of 285 medium-sized businesses (100 to 999 employees) surveyed by ARC Research and VARBusiness in August 2003, 67.8% purchased antivirus software in 2003, while 59.7% of these businesses purchased firewall and intrusion detection software. Clearly, security is a growing concern as even smaller enterprises continue to deploy increasingly sophisticated and business-critical applications.

Networks are now the central information highway for business-critical information.

Wanted: Tools To Manage It All

As the business importance of network applications increases, so does the cost of network downtime. If your company's Internet access or email goes down for a couple of hours due to network problems, that is probably not a business catastrophe. In fact, you might be quite accustomed to experiencing network outages from time to time.

But if you're using VoIP for telecommunications services and your customers suddenly can't reach you, that problem can immediately show up on your bottom line. Ditto for other mission-critical applications, such as ERP systems, e-business Web sites, and video-conferencing.

In a recent report, Yankee Group analyst Zeus Kerravala points out that today's networks, carrying applications such as voice, video, data, Web services, IP VPNs, and on-demand computing, have truly become the backbone of the enterprise. So, adds Kerravala, configuration management tools to help administrators maximize network uptime are quickly becoming a necessity for today's enterprises.

These tools, Kerravala writes, add a variety of benefits, including centralized views of multivendor network environments; consistent, faster, and more accurate configurations and changes; better monitoring and tracking of network changes; and stronger enforcement of policies. These benefits should translate into greater uptime as the major causes of network outages, such as human error, are reduced, writes Kerravala.

The Consumer Wins

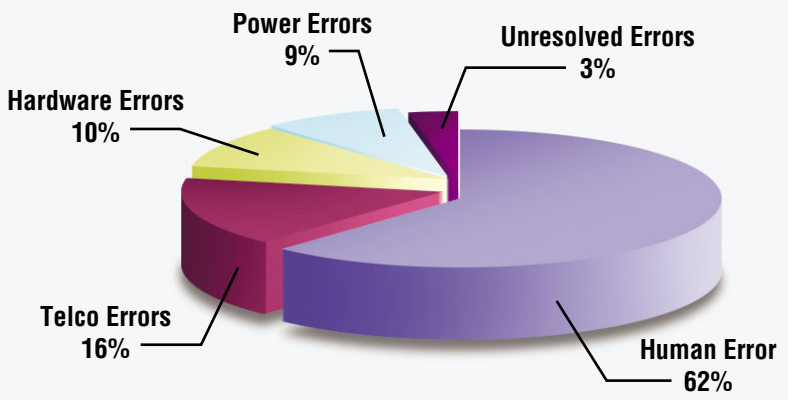
Networks are now the central information highway for business-critical information. As more and more applications, such as telephony and multimedia, converge on IP networks, the complexity of these networks will increase. Also, the need to keep important business information secure and out of the reach of information thieves and digital vandals will also gain importance.

The good news is that today's hypercompetitive environment assures that you, the customer, will be able to obtain the hardware you need to build out your network environment at very competitive prices. Companies such as Cisco, which traditionally serviced only the largest enterprises, are turning their attention to the SMB networking marketplace and are designing products meant to meet SMBs' needs. Discounters such as Dell will keep everyone on their toes as they attack the lower end of the marketplace with rock-bottom prices. Bottom line: Consumers will benefit in the years ahead.

Networking Market Trends

Leading Causes Of Network Downtime

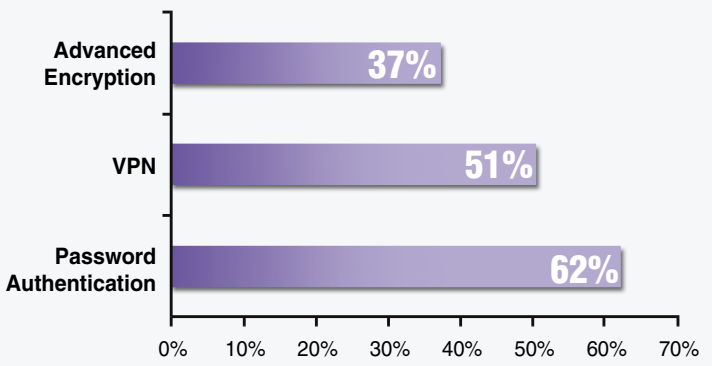
As you might imagine, the leading cause of network downtime, according to a recent Yankee Group survey, is human error. Configuration management tools can reduce human error by adding consistency to network element configuration tasks.



SOURCE: THE YANKEE GROUP, NOVEMBER 2004

How Medium-Sized Businesses Provide Network Access

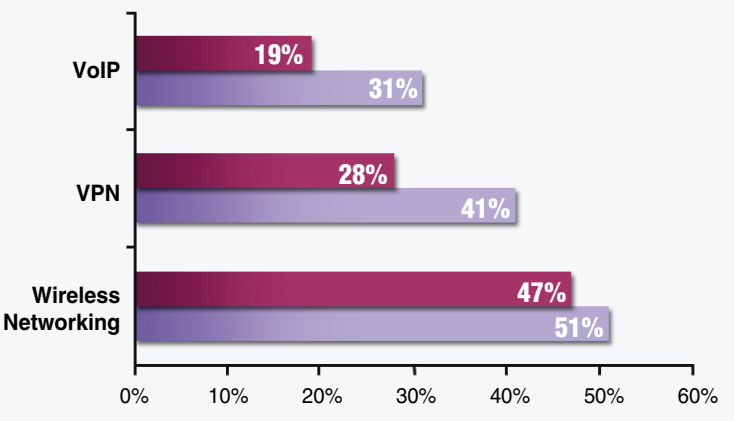
In spite of advances in security technologies, data provided by eMarketer and collected by ARC Business and VARBusiness reveals that most medium-sized businesses still rely on simple password authentication to provide network access.



SOURCE: ARC RESEARCH, VARBUSINESS 2003 SURVEY

SMB Networking Purchases For 2005

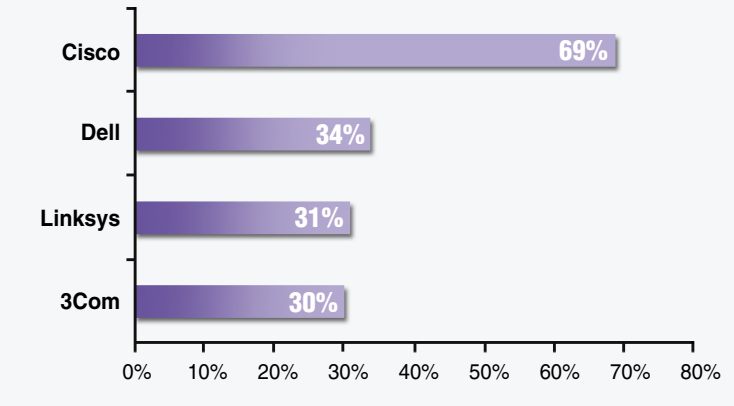
According to survey data collected by Forrester Research, the deployment of wireless networking leads the pack of networking technologies that SMBs are looking to deploy in 2005.



SOURCE: FORRESTER RESEARCH, NOVEMBER 2004

Networking Brands Considered By SMBs

Recent survey data collected by Forrester Research shows Cisco with a commanding lead in mindshare among the 63% of SMBs that plan to purchase networking hardware in 2005. Dell's instant name recognition is a contributor to its solid second-place showing.



SOURCE: FORRESTER RESEARCH, NOVEMBER 2004

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Monitoring Solution
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Network Security Platform
Virtual Booth 3082 • Virtual Product 1799

NSA 1041

NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. The new NSA 1041 main features:

- 1U Rack mount Network Security Appliance with Intel® UVL Intel® Celeron Processor 650MHz
- DDR RAM and 4 Ethernet Ports
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OEM Network Appliance
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The VioGate offers a fast, convenient way to set up network surveillance. Features Include:
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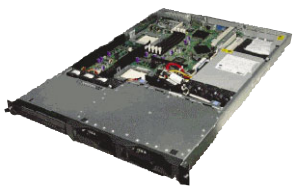

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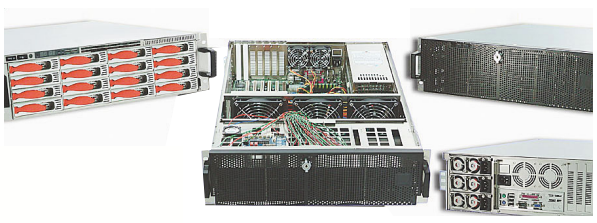

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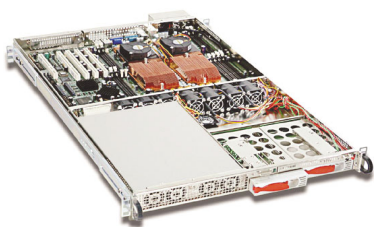

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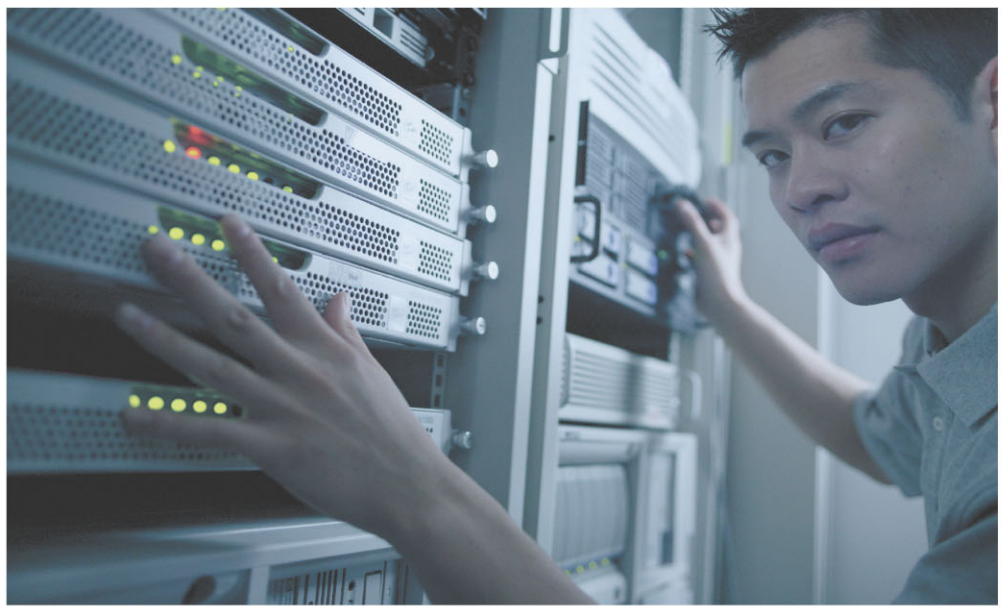

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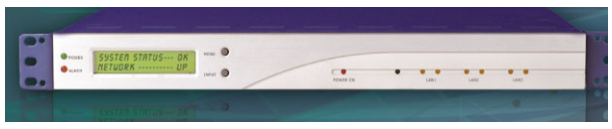

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OPINIONS
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The Rise & Fall Of Veritas

Symantec's offer to acquire Veritas came as a shock to me this week. I wasn't aware that Veritas was in play for an acquisition, much less from a PC software company like Symantec. A systems company probably would have made more sense. But wonders never cease in the storage business. While I doubt this move will work out, one thing is certain: Veritas will never be the same kind of independent voice and visionary leader that it once was in the storage industry.

In The Beginning

The company began in the mid-'90s as a group of software engineers who tried to solve the problem of managing disk drives for Sun Microsystems servers. The VxVM (Veritas Volume Manager) software turns individual disk drives into fault-tolerant and scalable storage arrays. Over time, Veritas built a huge feature set into VxVM, which gave administrators detailed control of storage I/O processes. Talented Unix administrators could really make it sing.

Veritas seems to have lost its visionary leadership talent.

Along the way it developed the VxFS (Veritas File System) that augmented the capabilities of VxVM with management tools for logical data structures. Among the most important innovations of VxFS was the ability to run Oracle raw partitions in spaces identified as files in the file system. With the ability to manage both database and unstructured data and with the ability to fine-tune storage I/O performance, customers standardized on these Veritas products. One of the crowning achievements of VxFS and VxVM was the ability to provide a dynamically growing file system, where disk storage could be added to an environment and the file system adjusted dynamically to use the new storage without loss of uptime.

Veritas expanded its business by porting its technology across the leading Unix platforms, including IBM's AIX and HP's HP-UX. These ports were extremely difficult and resource-intensive for the company, as coding for kernel software development is among the most difficult and challenging work in software. The cost of this work could be covered by the relatively high cost of Unix software licenses. Windows proved to be another story.

Along the way, Veritas built a big business in backup and recovery software. It first purchased Open Vision in the mid-'90s to get Unix backup and recovery along with its VxVS and VxFS products. Veritas NetBackup became one of the leading backup solutions for Unix environments. Several years later, in what has to be one of the most interesting deals in all of technology, Veritas acquired the storage management software business from Seagate—a deal that allowed Seagate to transform itself from a large, undervalued public company to a private company. If memory serves me correctly, the price tag for this deal was $1.6 billion. The Seagate software acquisition gave Veritas a much-needed opening into the rapidly expanding Windows server software business.

At the time of the Seagate software acquisition, Veritas was all by itself at the top of the storage management software industry. It had the only viable business in volume management software and third-party file systems, and it had a large and growing business in the backup and recovery markets. It was entrenched as a pillar of storage technology, and it appeared to have significant leverage into the new worlds of storage networking (SANs and NAS). Lacking competitors with the same size, industry relationships, and technology skills, it seemed like Veritas would be able to continue dominating its segment of the industry.

MARC FARLEY

BIO NOTES

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

Identity Crisis

Times have changed quickly for Veritas. As is often the case, one of its main strengths turned out to be a major weakness: Its once-dynamic VxVM and VxFS OEM software business fell off the cliff with the dot-com collapse of Unix server sales. The growth of Windows servers at the expense of Unix created business-model problems for Veritas for these products, neither of which have had much success in Windows environments.

More importantly, Veritas seems to have lost its visionary leadership talent. Once known as the "data availability" company, new CEO Gary Bloom tried to expand the business into systems management and tried to overhaul the company's identity to be broader than storage. The result was confusion. As an outside observer, it became impossible to understand what the company's mission was. Many long-time employees, feeling under-appreciated by the new regime, left the company just when it needed their experience and expertise the most.

With so many important new initiatives in storage such as tiered storage, Information Lifecycle Management, and regulations compliance, Veritas has been conspicuous by their absence at the forefront of these charges. Industry leadership now belongs to Network Appliance and EMC. IBM and/or Commvault will take Veritas' place in the pecking order as Veritas glides into the sunset. It was a fun ride—it just didn't last.

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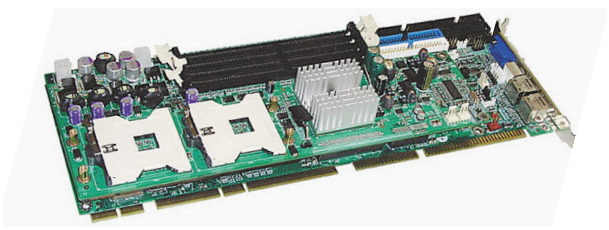

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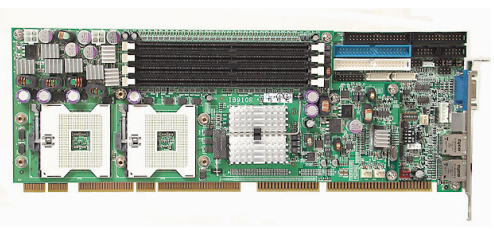

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OPINIONS
DATA • DEVELOPMENTS

How To Drive Customers Away 101

I spent the middle part of November traveling and speaking, first in Las Vegas at the *SQL Server Magazine*-sponsored Connections conference and then at the VBUG conference held in Reading, United Kingdom. Peter Blackburn and his wife were kind enough to host me for a few days, and they treated me to a trip to the Lake District. Except for a few (dozen) scary moments on some (very) narrow icy roads at night (at breakneck speeds), the trip was fun, and we were able to catch up on a number of issues regarding our new book.

Even IBM has felt the need to farm out some of its support to the third world.

Peter was pretty frustrated as he has been fighting (almost literally) with Acer over his still-in-warranty Tablet PC. It went to smoke city several weeks ago, and trying to get support out of the local (U.K.) office was like Osama bin Laden trying to get a pardon from George Bush. When Peter called, he was kept interminably on hold—until they said they were "closed for lunch." He repeatedly tried email, but they suggested calling the support line (on his dime) or simply ignored him. He has tried to escalate the issue with management but to no avail. I expect Acer has lost a loyal customer and is likely to meet his solicitors.

The IBM Approach

When I got back to the United States, I also had some issues to resolve with my IBM laptop's hard drive. I went to the IBM site and discovered that they wanted me to fill out a service request form online. Within an hour, I revisited the site and noticed that the hard drive repair request had been "closed." I added a comment to the request asking why it was closed and waited. In the next day or so, I received a new hard drive but no instructions as to what to do with the old drive. I spent a few hours moving the data over and voila, my system started working better. To determine what to do with the old drive, I called IBM and got an American tech who assured me that the return instructions would arrive in the next few days. They did. Cool.

I also had to talk to another IBM tech support person last month. In this case, the experience was not as good. The person (clearly in India) was relatively clueless and simply wasted my time. Apparently, even IBM has felt the need to farm out some of its support to the third world.

Symantec & Its "Support" Staff

Because I was already distracted trying to get my laptop back up to fighting speed, I decided to buy a 7,500rpm drive for it. The problem arose when I tried to use PartitionMagic to resize the system image. It would not activate. For the next four days I spent too many hours on the phone with people at the Symantec support center somewhere in the hinterlands of India.

The folks there were courteous but clueless. They read questions from a script and each time I had to phonetically spell almost every answer. Yankee Echo Sierra: I have the current version. The biggest problem is that they lied to get rid of me. They lied when they told me they knew what was wrong and that they would email me a known solution to my problem. (No mail arrived.) They lied when they said they would send me a replacement CD. (Nothing came.) They lied when they said they would transfer me to their supervisor. (They hung up.)

I finally got frustrated and dug up the corporate office numbers and was connected (after several hours) with a Utah-ite who was as frustrated with the Indian support team as I was. It seems his staff has been decimated by exporting the support role overseas. He said he would send me a new CD. Should I believe him? At least I have his direct number (and he's only a long day's drive away) if he does not follow through.

Remember Your Customers

Every employee in your organization could be facing the same problems if they have to fend for themselves to support their own systems. Sure, the best IT organizations hire, train, and retrain their own support staff to minimize the countless wasted hours spent talking across the ocean to people who don't really care if your systems ever work. However, there are millions of people like me who do need to call the people who sold them the broken or defective hardware and software. These calls are expensive for both parties, but when it comes to choosing which company is going to supply my next piece of software or hardware, I'll vividly remember how hard (or easy) it was to get my problems solved. If you face these same issues, make sure the corporate office knows about it. Don't bother telling the folks in Bangalore. They aren't listening.

WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

^ BIO NOTES

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Virtual Booth 3697 • Virtual Product 1280

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Virtual Tape Controller
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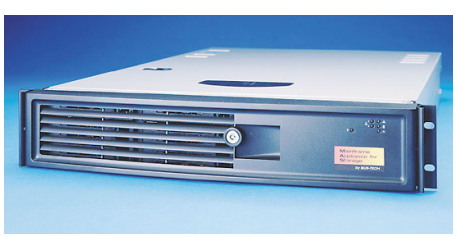

The Mainframe Appliance for Storage (MAS) is a virtual tape controller for IBM System/390 and compatible mainframes, which uses open-system storage devices (SAN, NAS or SCSI) to store and retrieve mainframe tape data sets. The MAS provides improved Business Continuance through faster recovery of data and helps satisfy new SEC compliance guidelines.

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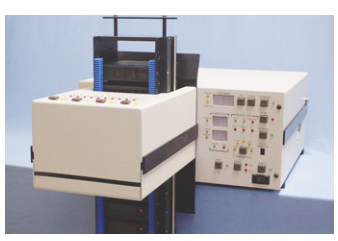
Tape Cleaner/Inspector
Virtual Booth 3734 • Virtual Product 1439



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Tape Degausser
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OPINIONS
INFRASTRUCTURE

IBM, Lenovo & Happy Meals

The headlines call it an acquisition. The IBM PR department calls it a strategic alliance. I call it a disaster. Monikers aside, IBM is selling its entire PC division to Beijing-based Lenovo Group Unlimited. In other words, IBM is going to quit making PCs. What's next? Is McDonald's going to quit making hamburgers?

I think it is safe to assume that I was not the only IT professional caught off guard by IBM's announcement. Although in retrospect, the more I think about IBM's focus on services, the less shocking the news becomes. In fact, I would not be surprised if IBM had a larger plan to spin off all manufacturing and make the Global Services division its primary business function. That said, though, I am not exactly optimistic about its chances of succeeding.

Super Size

I mock it above, but to be fair, the IBM/Lenovo announcement is both an acquisition and an alliance. Lenovo is set to acquire IBM's PC business: the notebooks, the desktops, the monitors, the ThinkVantage applications, and the sales staff. In terms of a partnership, Lenovo becomes IBM's preferred supplier of PC products and IBM becomes Lenovo's preferred provider of services and customer financing. IBM will also hold 18.9% ownership in Lenovo. The synergy of this merger is supposed to come from super-sizing: Lenovo's enterprise presence in China and IBM's retail presence in America.

Value Meals

Looking at this acquisition on the surface, IBM has always wanted a piece of the retail market. It has dabbled in it before, but never with great success. Its desires are understandable. Judging by the consumer success of competitors such as Dell and HP, Lenovo's expertise should make the IBM brand more competitive in the consumer market. Admittedly, profit potential for IBM is less, as it holds only part ownership in Lenovo, but its risk of getting burned is considerably less.

On a deeper level, however, I think we have to look at IBM's vision of the future. IBM calls it On Demand. HP calls it the Adaptive Enterprise. Microsoft calls it the Dynamic Systems Initiative, and Gartner calls it the Real Time Enterprise. Everyone has its own name for it, but one of the core tenets of all of these strategies is to virtually separate applications and services from the underlying hardware infrastructure. IBM believes that the future of enterprise computing will focus entirely on applications. Ordering hardware to run those applications will be little more difficult than ordering a value meal in the drive-through. Infrastructure will simply become part of a big gray cloud called the grid.

I have little doubt that this vision will one day be realized. I place that date further in the future than most, but whenever grid computing inevitably reaches a saturation point, the service-oriented companies will be the ones poised to take the greatest advantage of it. I think IBM selling its PC division may only be the start of a long-term strategy to change customer perceptions of IBM from a technology-oriented company to a service-oriented company.

MICHAEL DEMPSEY

BIO NOTES

Michael Dempsey is the information technology manager of Sandhills Publishing and technical editor of Processor *magazine. He has more than a decade of experience in voice and data communications and holds current CCNP and CCDP certifications. Dempsey is an expert in network security, virtual private networks, and IT infrastructure.*

I think IBM's On Demand philosophy is brilliant, but if indeed this alliance with Lenovo is an attempt to accelerate its vision, I think IBM is not only ahead of its time, but underestimating enterprise reaction.

Big Macs

To truly manifest the vision of grid computing, both applications and humans are required to be completely platform-agnostic. The applications have far enough to go as it is, and humans will be difficult to convince even after it is technically feasible. Change is always fraught with resistance, and this one is a doozy! To ask IT decision makers to embrace a completely virtualized infrastructure requires them to surrender control of their infrastructure. It requires a huge leap of faith.

The Lenovo announcement also just widened the gap of how far one must leap. For some time, IBM adamantly denied any accusations of trying to sell its PC business, only to renege on its word and sell the division to a consumer-oriented company that is partially controlled by the Chinese government and has a poor reputation for quality. That is a serious blow to my confidence in IBM, no matter how good or bad the Lenovo products turn out to be.

For years, we have purchased IBM products because of their reputation. IBM products were like Big Macs. I could order 10,000 of them and every one of them would be exactly the same. The company's actions were predictable and its products were dependable, and that was exactly what we needed to reliably build our business. Now the future is clouded. I can no longer listen to IBM without wondering which products might disappear next.

Only time will tell for certain what IBM's true intentions are and how successful it may be, but even selling the PC business is a significant blow to our relationship with IBM. IBM is going to have a big rock to climb to overcome the damage it has done to customer opinion. In the meantime, maybe I can talk some McDonald's executives into putting Dell notebooks in the Happy Meals.

Send your comments to mike@processor.com

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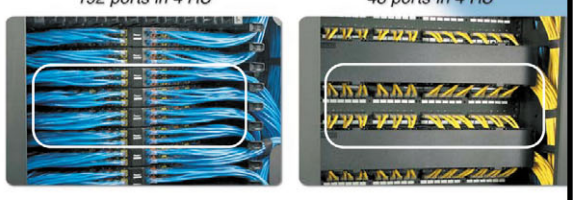

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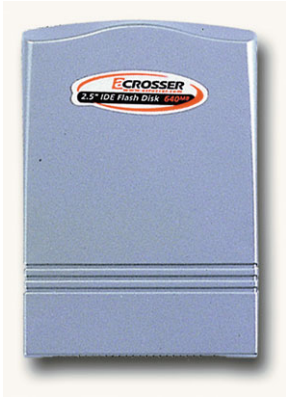

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Tie Up The Loose Ends

Tips For Securing Occasionally Connected Devices

by Douglas Schweitzer, Sc.D.

• • •

Benjamin Franklin once said, "Carelessness does more harm than a want of knowledge."

When it comes to network security, endpoint security should not be carelessly overlooked. Vulnerabilities and security holes lie at the core of what makes systems insecure.

One potential security hole is the occasionally connected laptop. Devices such as laptops are one of the biggest headache sources for security managers. It's hard enough keeping in-house workstations and servers secure with up-to-date antivirus software and the latest patches and updates.

Unfortunately, remote workers may not be updating their AV signatures or downloading the latest patches as often as they should, yet they continue to regularly log on to your corporate networks. Mobile employees pick up viruses and worms on the road, then infect the corporate network when they access remotely or via Ethernet back at the office.

If that's not enough to fret over, laptops are often taken out of the home or office and transported via airport or subway and left in hotel rooms and public areas, and as such, are particularly susceptible to loss or theft. This then means that your organization's confidential or proprietary data could be lost or stolen. Laptops will often contain sensitive data such as financial, payroll, customer information, or personnel records.

Faced with restricted budgets, security managers simply don't have the time or resources to play sheriff with maverick remote workers. The following tips can help with endpoint security by tying up some loose ends.

Policies & Procedures

More systems than ever are accessing the network: desktop PCs, notebooks, servers, palmtops, and now even cell phones. Developing and enforcing policies regarding their use is paramount to keeping networks secure.

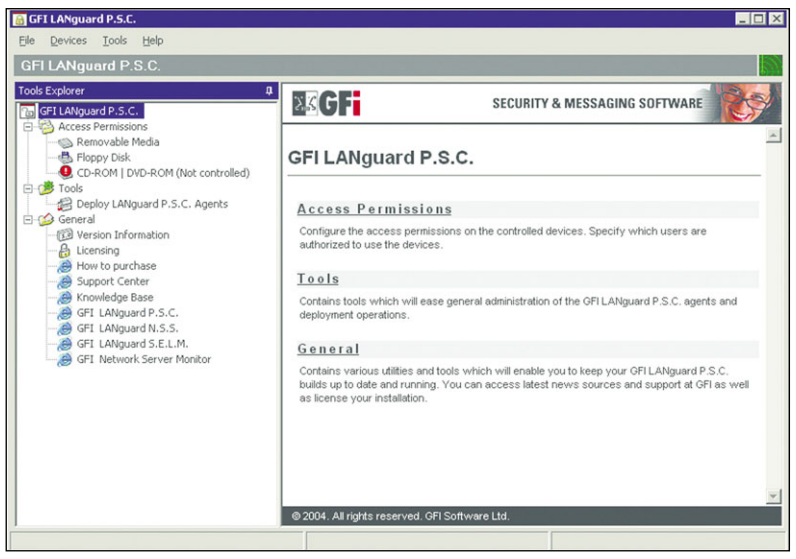
"Corporate policies should exist in a living document and should be modified as the needs of the company evolve," says security expert Dave Wreski, CEO of Guardian Digital, an open-source security company providing corporate policy enforcement and open-source security solutions.

There are lots of security issues for policies to cover for portable PC users, mobile workers, and teleworkers. According to Dr. Gary Hinson, chief executive for IT governance consultancy IsecT, patching and updating are just one aspect that policies need to cover. Others include asset management and physical security (especially theft of data and hardware and accidental and/or criminal damage); backups; removal of sensitive data from the corporation; use of systems by unauthorized persons; VPNs; Wi-Fi; remote, round-the-clock support; installation of unauthorized software; and end-user access to configuration utilities that interfere with virus scanning. It's important to note that policies, once established, should be distributed to employees so they are aware of expected Internet behavior.

Wi-Fi Worries

Users connecting to your network remotely may be under the mistaken impression that their wireless laptops come secure right "out of the box." Manufacturers' default security settings, however, often fall short of what's needed to protect internal networks from breaches.

While some security shortcomings remain, Wired Equivalent Privacy is an optional encryption standard for wireless devices. WEP extends at least a rudimentary level of security to your wireless users, and even more as you implement higher encryption levels (at least 128-bit).



GFI LANguard Portable Storage Control helps protect the entry and exit of network data via portable storage.

According to Mitchell Ashley, CTO and vice president of engineering at network security vendor StillSecure, "Endpoint devices, wireless in particular, are considered untrusted and must be subject to much greater scrutiny prior to connecting to the network." StillSecure produces a number of products that can detect and block attacks on your network, repair your wireless network vulnerabilities, and make sure that any wireless devices attempting to connect to your network are not a security threat.

WEP extends at least a rudimentary level of security to your wireless users, and even more as you implement higher encryption levels.

Ashley explains, "Each newly connected wireless device should be quarantined using an endpoint security solution such as StillSecure Safe Access and examined for evidence of being compromised by worms, Trojans, viruses, and spyware. They should also be checked for compliance with an organization's network security policy, which should require the latest critical security patches and up-to-date antivirus software, restricting file sharing and peer-to-peer applications, and enforcing operating system, browser, and application security settings."

Patch As Patch Can

Generally, an effective patch management program requires monitoring software vulnerabilities and identifying the available patches befitting your needs. When it comes to the occasionally connected laptop, IsecT's Hinson sees several alternatives.

You can take the least costly option of leaving it to end users and systems to self-patch; however, this is neither ideal nor reliable. Other options are to distribute patches or updates when systems connect—for example, using SMS or login scripting—or prevent further network access until patched. While this approach is better than the first, it is more difficult to configure, and it is more costly.

Lastly, your organization can "sheep-dip" PCs every so often, for example, requiring that they be brought in for onsite patching. Hinson explains that this is not a practical solution either and that it may even be costlier and not very effective, depending on your corporate culture and staff. Whatever patching option you choose, it must be integrated as part of your organization's clearly stated procedure policy. Says Hinson, "Procedures should flow from the policies and standards."

Another simple yet sometimes overlooked option is to turn on automatic updates in your OS and antivirus software. This is advantageous because such software can poll the remote download site periodically to see if any updates are available. "Organizations should make it policy that these systems are updated before they're connected to the network (via a protected network segment, dial-up, etc.) or at least as soon as they're connected to the network," says Kevin Beaver of information security company Principle Logic.

More Tools Of The Trade

When it comes to keeping your remote devices secure, the choices are almost endless. Sophos, for example, offers Remote Update on its enterprise-class antivirus product that will automatically retrieve Sophos antivirus updates for users when they connect to the network.

GFI Software offers another product for securing remote devices. The company's new LANguard Portable Storage Control helps protect the entry and exit of data via portable storage, such as USB flash drives. Such devices represent another potential security risk, as viruses and other malicious agents can make their way into your network through a portable storage device.

Security Is A Process

In short, security is a process, not a product. "I would like to see a method that does not require software to be installed on a laptop/machine but can isolate it automatically (and completely) when it is first connected to the network so that it cannot communicate with the LAN until given permission by the IT manager through a central management interface or once it has been scanned with the latest AV," says Simon Heron of Network Box, a U.K.-based Internet threat prevention company.

The bottom line is that laptops, PDAs, and even portable storage devices need to be included and addressed in your organization's overall security plans. If you're interested in additional related information, visit www.noticebored.com for a wealth of security resources.

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Keeping Vendors Honest

When Does A Single-Company Turnkey Solution Make Sense?

by Bruce Gain

• • •

YOU HAVE TWO PROJECTS on your plate, and numerous vendors say they will offer you a turnkey solution for each. A new remote office requires its LAN to be set up, which includes router and firewall installation. The other project is a lot more comprehensive, involving a complete rehaul of your 500-user network's storage system.

In both cases, vendors are more than willing to offer a turnkey solution so that a single vendor bundles all your hardware and software into a single package. The simplicity of entrusting each project to a single vendor is appealing, but is such an approach right for both projects?

With so many companies offering broad product lines that make turnkey solutions possible, consolidating all your purchases for a given project is increasingly feasible. But what about potential conflicts of interest? Such as, for example, when a hardware vendor's mission is to sell as much hardware as possible without adding software tools to the mix that are designed to reduce complexity and save your enterprise money?

Smaller Tasks, Fewer Conflicts Of Interest

In the case of setting up a small-office LAN, a one-stop, turnkey package from a reseller or hardware vendor would probably not pose many potential conflicts of interest. Setting up a LAN is something you might have already done many times yourself, and you probably know what server, networking software, and firewall routers have worked well for you in the past.

Also, for such a relatively straightforward project, the reseller is not in the position to tack on extra hardware or software that you won't need. "For smaller projects, the money, risk scope, etc. that the benefits of a single vendor offer in terms of integration, simplicity, and ease of coordination outweigh the benefits of avoiding the conflict of interest," says John Baschab, executive vice president and co-founder of Impact Innovations Group.

Dividing & Ruling For Big Projects

However, large projects require a different mindset. In the case of storage resource management tools, which are designed to save a company money by not buying more storage, it could be problematic to rely on the storage manufacturer's tool. "Certainly, a hardware vendor, for example, is in the business of moving hardware, whether that be storage, desktops, [or] servers," says Mark Magee, segment manager for Altiris, an IT lifecycle management company.

However, while a potential conflict of interest is clear, it doesn't make much sense for vendors to underhandedly take advantage of its customers just to boost the total of a single sale, Baschab says. "A 'sneaky' storage management tool violates Pascal's Wager, which says the bad press and public relations damage due to the exploitation of this conflict of interest is likely to be far greater than any incremental sales generated," Baschab says. "I think companies would rather make a combined sale of hardware and management software in the short run and rely on the ever-increasing demand for storage and the improved market share that the integrated product can bring."

In many cases, it still makes sense to purchase the hardware and management software from the same vendor for large projects.

Most vendors, of course, also look to secure future partnerships. "[Vendors] realize, based on the feedback they get from their customer base, that they also need to provide capabilities through partnerships and other means for their end users to streamline the management of the hardware that they are moving, whether that be a server or storage device," Magee says. "It is well-recognized that 70% of costs represent [post-sale] maintenance costs."

In many cases, it still makes sense to purchase the hardware and management software from the same vendor for large projects. "Buying management software designed by engineering teams who clearly work as closely as possible with the hardware teams is likely going to result in a better product," Baschab says. "But clearly there is a limit to this, [such as how] Cisco is not likely to have a market-beating ERP system."

Back To The Basics

Deciding when or when not to consolidate your purchase is part of the basic skill

Go to Page 30, Column 5

Are Your Vendors Doing What They're Supposed To Do?

It is good policy to regularly review contracts, whether you choose a single vendor or several vendors for a given project. Unfortunately, many IT managers don't do this, despite the importance of gauging whether vendors are fulfilling their obligations.

IT departments that review contracts more than once a year: 49%

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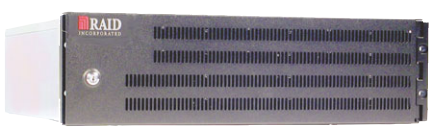

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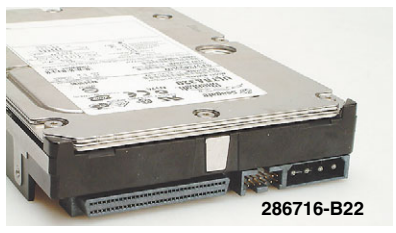

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Customer Service

Should IT Take A Cue From Consumer Electronics?

by Elizabeth Millard

• • •

TECHNOLOGY IS THE MOST exciting industry in the world. But it has to change, according to Ken Cron of Computer Associates.

"First, technology must be designed to solve a specific problem or achieve a specific objective. And second, it's got to be easy to use," he told a crowd of analysts, engineers, developers, and programmers in his October 2004 TECHXNY keynote address. He warned that innovation purely for the sake of it would result in unrealized potential, high risk, and large upfront investments.

To avoid such a situation, Cron suggested taking "a page out of the book of consumer technology," pointing out that technology such as televisions, VCRs, and cell phones only become successful in the marketplace if they deliver what they promise, have ease of use, and are affordable.

Although it seems like common-sense advice to build products that customers want, Yankee Group analyst Laura DiDio says that many technology companies haven't been operating that way. Instead, they've tried to stay ahead of consumer interest and drive the market, rather than look at how customers are reacting.

"If you look at a large company like Microsoft, you'll see how attitudes are changing," says DiDio. "They're becoming much more interested in expanding their reach through broad initiatives." These include looking at consumer technology's effect on the market and then applying that strategy to a corporate audience.

Companies have also been a bit too keen on creating proprietary products, making integration a headache, especially when combined with competing standards. In the consumer arena, customers have little tolerance for products that aren't functional or are difficult to use. But in the technology industry, IT departments put up with such annoyances every day.

"Too many products are designed without putting customer needs first," Cron said. "And the wide variety of products from a wide variety of vendors has created too much complexity. Think about it."

Consumer Electronics As Leader?

Expanding on the idea that IT should look at the consumer electronics model, Cron noted that the stream of new products is frustrating customers, who have to juggle multiple platforms, applications, and standards.

"It's not just a matter of efficiency and cost," said Cron. "Companies are also increasingly vulnerable because firewalls, antivirus, and access control are provided by a variety of incompatible vendors."

In the consumer electronics world, it's possible to put together a home stereo using different components such as receivers, speakers, and amplifiers, but such flexibility isn't available. "IT should be just as simple," according to Cron. "Plug in and go."

And yet, that's not often the case. Despite clear indications that IT departments want better management and more value from their infrastructures, the industry is still rife with multilayered products that don't play well with others.

Others in the industry share Cron's belief that complexity should be minimized, and products and services should deliver what they promise. Robert Stalick, CEO of professional services firm Internosis, says, "IT has a horrible reputation in terms of making sure that projects have predictable outcomes." He notes that many projects come in late, flawed, and over budget. With more of an emphasis on simplicity and management, these problems could be minimized.

"We're coming to the point where people are finally starting to understand that we need predictable outcomes," says Stalick. He added that there's definitely a movement toward accountability and recognition of customer needs from vendors.

If IT departments and technology companies focus on the same areas as those prized by consumer electronics, the result could be very beneficial in terms of getting predictable outcomes, better benefits, and ultimately, customer loyalty.

Applying The Theory

Cron's speech was delivered in the midst of a change at CA, and his ideas are an apt description for the company's new focus. George Kafkarkou, CA's senior vice president for consumer and SMB, notes that the company announced not long ago that it was entering the consumer software business.

In its move into the consumer market, the company has seen that the type of consumer-focused principles articulated by Cron would work especially well with smaller customers.

"The SMB market segment is similar to the consumer electronics audience," says Kafkarkou. "They want a great out-of-the-box experience, ease of use, and excellent customer attention."

He anticipates that other companies will begin to see things the CA way and build on the three key tenets of the consumer business: acquisition, retention, and loyalty. "We think that this strategy of taking a cue from the consumer market will spread to other parts of CA because it makes sense, especially for our SMB customers," he says.

Although it seems like common-sense advice to build products that customers want, Yankee Group analyst Laura DiDio says that many technology companies haven't been operating that way.

Whether Cron's ideas will find fertile soil in the tech industry remains to be seen, but analyst DiDio feels that the timing is right for such a transition. She says, "The market is changing, and IT has to change with it in order to succeed."

Keeping Vendors Honest

Continued from Page 27

set that experienced IT admins should have, analysts and observers say. Your basic skill set as an IT admin should help you sift through sales teams' pitches.

"Adding new systems or making upgrades are part of the basic skills of the administrator, who will talk to software and hardware vendors and try to pair the two in his or her mind," says Jean-Pierre Garbani, an analyst for Forrester Research. "Fundamentally, it is down to the administrator and his or her knowledge and the contacts that they have with the different vendors that will give them the clues about what does work and what doesn't work."

An IT admin can also use his expertise to offset the dilemma of whether to go with a single vendor by knowing what hardware and software is required beforehand. "An IT director with his or her CCIE certification may feel very comfortable single-sourcing things from Cisco because he or she will be highly likely to catch interest conflicts," Baschab says. "The same goes for any other specific expertise the IT director may have developed during their career."

Getting It Down On Paper

Meanwhile, whether you go with a single vendor or not, it is necessary to break down a project's tasks in metrics that state in writing what is expected from a single vendor or several vendors. These metrics and terms should also be part of a written contract.

However, among IT managers who form written contracts, most fail to subsequently review the written agreements to make sure that all terms have been fulfilled after completion of a project, Baschab says. "Where we see companies get into trouble is the post-sale finger pointing," Baschab says. "Then, post-sale, all the points that seemed critical get locked away into a contract that no one ever reviews again . . . [Statistics from the Cutter Consortium show that] 50% of technology vendor contracts are reviewed by IT customers only once per year or less."

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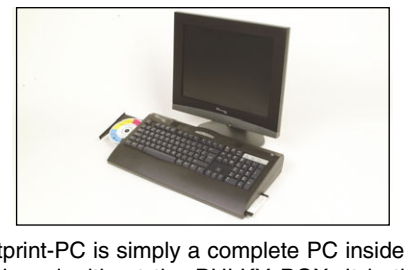

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What's Next ?

Best Of Both Worlds

The local telephone network is privately owned and heavily taxed, often resulting in high costs and limited feature sets for businesses and consumers. With increased interest in VoIP calling, however, businesses and PC owners are slowly considering their network LAN for voice calls. Now that the Federal Government has held off on key taxes, VoIP is looking even more attractive. The problem is equipment: getting affordable devices that allow broadband connections (including cable, satellite, cellular, Wi-Fi, and WiMax) to carry telephone calls.

This problem is changing as manufacturers respond to increasing market demand. For example, the Siemens Gigaset M34 USB adapter is compatible with six Siemens Gigaset telephone models and allows those cordless telephones to use high-speed Internet connections when placing calls to traditional telephones. Calls placed among Internet recipients (which do not use the traditional telephone system) are free. Skype software (dubbed SkypeOut) is also bundled with the adapter to support Internet-to-telephone calls. The Siemens adapter is relatively expensive and is currently only available in Europe. Still, pricing and availability should improve dramatically as VoIP features proliferate.

Pay Increasing For Some

The last few years have been very difficult for IT professionals. The dot-com burst of the late 1990s, along with continued corporate mergers, downsizing, and outsourcing, has placed a lot of pressure on the IT industry. Even this year has seen an overall drop in pay for both certified and non-certified IT skills. However, analysts at Foote Partners see a coming turnaround, noting that pay levels for certified networking skills have risen 5.9%, while non-certified skills for hot areas such as messaging, email, and groupware has risen 4.5%. The Foote report also notes other factors (such as failed outsourcing and increased hiring by consulting firms) for the upturn in some pay scales. Areas to watch include VoIP networking, Certified Information Systems Security Professional status, and XML experience. IT professionals concerned about their long-term job prospects may wish to take the time to re-evaluate their experience base and plan for relevant training to maintain their employability.

Bidding For Computer Power

Industry leaders pursuing utility computing ultimately envision users drawing from a global pool of computing power and paying based on the amount of computing power that they use, much the same way that users pay for ordinary utilities such as water or electricity. The problem for the industry isn't in providing the computing power but in pricing that computer power in a way that makes the most business sense. In short, how much are you willing to pay for computing power?

HP's Tycoon program seeks to answer this question as part of its Adaptive Enterprise emphasis. Tycoon lets customers bid for the computing resources that they need, allowing the market to determine how computing resources are allocated. HP plans to employ Tycoon at upcoming computing-intensive events such as SE3D, as well as large organizations such as CERN and the European Organization for Nuclear Research. Eventually, HP believes that the lessons learned from Tycoon could serve as the model for third-party providers.

WHAT'S HAPPENING

Struggling Against The Tide

Not Even Legislation Can Stop PC Prying

by Stephen J. Bigelow

• • •

There is little doubt that spyware has emerged as a serious security issue for IT professionals. In its mildest form, spyware tracks online activities, often revealing behaviors that marketers can use to direct their sales and development efforts. But spyware frequently takes a more sinister form, allowing hackers to steal sensitive information such as passwords and account information.

When you realize that spyware commonly enters networks and individual PCs through untested downloads, email attachments, and malicious Web coding, it's easy to see that the potential threat rivals computer viruses in proliferation and business exposure. Richard Stiennon, vice president of Threat Research at Webroot Software, says, "Our surveys show that spyware is an acknowledged issue at 60% of enterprises in North America. Help desk expense is the No. 1 pain point as IT resources are diverted to cleanup systems [that have been compromised with spyware]."

Evolution Of A Monster

Although we normally deal with spyware as a dangerous threat, spyware comes from relatively innocent origins. Stiennon says, "Spyware evolved out of the affiliate marketing space that grew up around ecommerce. Much like spam, many types of spyware direct end users to sites that pay the spyware writers for every visit." Spyware's evolution from docile to dangerous has been a gradual process starting with cookie tracking, then search redirects, and ultimately moving to browser hijacker software and beyond.

But it's not just one or two spyware elements that plague LANs and PCs. The proliferation of spyware is so great that there may be dozens of spyware elements on an everyday PC, says Stiennon. "We find the average PC has 26 such pieces of spyware on it." Aside from the potential security issues, such a volume of spyware can affect system performance, sometimes to the point where a PC is barely usable. Slow boot times, unexpected pop-up ads, and home page changes are some possible symptoms of spyware activity.

It seems that spyware has evolved into a monster that can invade privacy and compromise sensitive corporate (and personal) information. "Other than the pain of slow PCs and the cost to remove spyware, the security risk is that key loggers and Trojans reside on the machine. Trojans can grab any data off a computer and email it or FTP it to the hacker. Keystroke loggers record every keystroke, thus grabbing any password, account number, or credit card number that is entered in a Web form. Clogger and Apophis Spy are two such programs," says Stiennon.

Grim Prognosis

Spyware has become a fact of life for IT departments and individual users, and Stiennon offers a grim prognosis: "Spyware is already taking advantage of worms and viruses to spread. We see that trend continuing because it is very profitable for the creators. We also expect vulnerabilities in spyware to lead to new worms and viruses (spyware writers make mistakes too)." He also notes that spyware developers are achieving greater sophistication, making spyware more difficult to detect and eradicate (appearing more frequently as "legitimate" software).

Even government legislation is unlikely to curtail the continued development and relentless deployment of spyware. As Stiennon says, "The legislation recently passed by the House and Senate [the I-SPY Act], when combined and signed by the President, will help to define requirements for consent and removal. This will force any organization that is using software to generate ad revenue or track browser behavior to be more forthright in disclosing what their software does and make it obvious and simple to remove. In the meantime, the offshore hackers and cyber thieves will continue their nefarious practices."

Meeting The Threat

Good security practices and management are essential to meet the spyware threat. An immediate answer is to deploy one of the many anti-spyware products currently available on the market. These will scan systems and identify and eliminate many of the spyware threats that are currently known.

Although most anti-spyware tools are intended for individual PCs, Stiennon points to Webroot's own product as an enterprise solution. "SpySweeper Enterprise is client software that scans memory and disk space for known spies. It also has shields that prevent new infections. The settings are controlled by a central console that determines how much control the end user has over the product, as well as when scans are performed. The architecture supports over 10,000 clients from a single console and can be extended to hundreds of thousands by using tiered servers deployed around the enterprise." Of course, anti-spyware tools (as with antivirus utilities) must be used regularly—and updated frequently—as new spyware is identified.

Over the long term, many spyware threats may be avoided with relatively simple changes to everyday business practices. For example, Stiennon suggests that administrators keep all operating systems and applications patched, deny administrative rights to all but essential users, employ URL/content filtering to block unwanted Web sites, and lock down systems to prevent users from installing software. He also suggests blocking ActiveX at the firewall or gateway and switching to an inherently more secure Web browser, such as Mozilla's FireFox.

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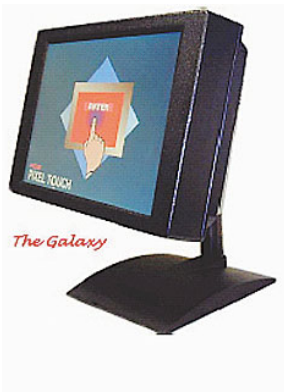

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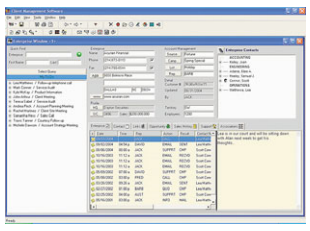

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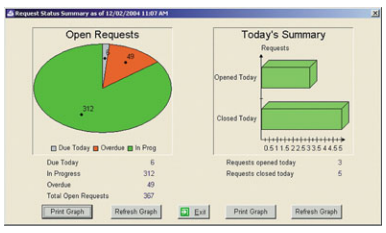

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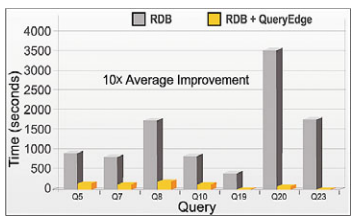

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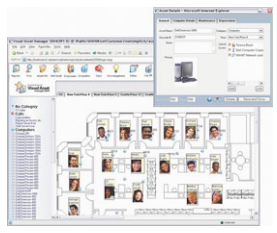

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Exstream's Dialogue™ software is a next generation enterprise personalization solution that helps businesses around the world connect with their customers through higher quality, fully personalized communications—delivered through print and electronic channels. Dialogue empowers companies in the financial services, insurance, service bureau, telecommunications, and utilities industries to get high-volume critical documents and relevant information to customers up to 60 percent faster, reduce development and delivery costs by as much as 80 percent, and significantly improve customer retention.

eXstream™ Software

2424 Harrodsburg Road, Suite 200
Lexington, KY 40503
Phone: (859) 296-0600
Fax: (859) 223-9737
WEB SITE: www.exstream.com
EMAIL: info@exstream.com

Project Management
Virtual Booth 4096 • Virtual Product 2059

Get control of your software projects. infoSavant™ is an excellent tool for project collaboration, especially for outsourcing projects and distributed team development.

- Electronic Library - Organizes Specs and Incidents.
- Knowledge Systems - Flexible and Easy to change.
- Workflow - Assigns Tasks and Responsibilities.
- Content Management - Organizes and reviews FAQs.
- Collaboration - Topic Centric Discussions.

Access your project knowledge from anywhere Wi-Fi is available (Enterprise Edition Only).

For a limited time only, get a free full-featured retail Personal Edition in a handsome retail box. You only pay $15.00 S&H. Call to order with Code #: PS529.

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EMAIL: sales@kmsciences.com

Web Performance Software
Virtual Booth 3858 • Virtual Product 1673

Deliver LAN Performance to WAN Users
Most Web applications are fast on the LAN but slow on the WAN. Network bandwidth and latency issues as well as protocol overhead impact an application's performance. Pivia's Web application optimization solution combines many technologies, including:
• Application Smart Caching - Reduces server load and latency
• Express Documents - optimizes document viewing
to provide the industry's only solution that accelerates LAN, WAN, Internet and extranet applications creating a complete solution for all users regardless of location. Pivia boosts quality of service for CRM, enterprise portals, ERP applications and document collaboration.
WWW.PIVIA.COM

pivia
Because Performance Matters

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Cupertino, CA 95014
Phone: (408) 517-3434
Fax: (408) 517-3399
WEB SITE: www.pivia.com
EMAIL: info@pivia.com

Internet Traffic Management
Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:
- **Health monitoring**
- **Load balancing**
- **Bandwidth management**
- **Traffic redirection**
- **Denial of service protection**

By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.

True North Solutions™
Securing Tomorrow's Networks, Today

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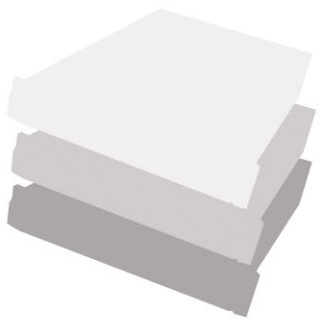
Phone: (703) 793-1440 **Fax: (703) 793-1461**
WEB SITE: www.truenorthsolutions.net EMAIL: sales@truenorthsolutions.net



Quad Opteron Chassis Solution

VB 2274 Processor.com

As the world-wide leader in server and storage chassis design and manufacturing, AIC is proud to announce its innovative chassis line (1U-8U) supporting Quad Opteron technology. For more info, please visit our website at www.aicipc.com

BELL MICROPRODUCTS

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RMC1L2-QK8

RMC2G2-T82
RMC2G2-QK8

RMC2E2-T82 NEW
RMC4Q2-T82/ QK8

RMC5E2-T82 / QK8 NEW
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ASI

EQUUS COMPUTER SYSTEMS

AMAX

T82 model is compatible with Tyan's S4882 Quad Opteron Server board
QK8 model is compatible with Iwill's QK8S Quad Opteron Server board

AIC

Advanced Industrial Computer, Inc. (AIC)

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City of Industry, CA 91748
Tel: 626-581-4300
Fax: 626-581-4320
Email: info@aicipc.com
URL: http://www.aicipc.com

New Jersey Branch
11 Melanie Lan Unit #20
East Hanover, NJ 07936-1100
Tel: 973-884-8886
Fax: 973-884-4794
Email: info@aicipc.com
URL: http://www.aicipc.com

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3992AK, Houten, the Netherlands
Tel: 31-30-6386789
Fax: 31-30-6360638
Email: hc@aicipc.com
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Availability / Load Balancing
Virtual Booth 4168 • Virtual Product 2155

StoneBeat®

The StoneBeat product line is the market leading software-based high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.

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Real World Business Security™

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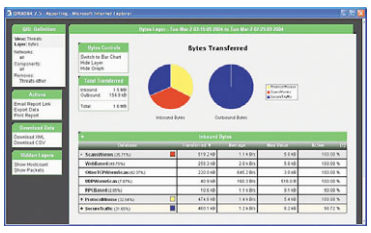
Phone: (770) 668-1125
Fax: (770) 668-1131
WEB SITE: www.stonesoft.com
EMAIL: info@stonesoft.com

Network Anomaly Detection
Virtual Booth 3945 • Virtual Product 1839

QRadar



QRadar Network Anomaly Detection

Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.

Q1Labs

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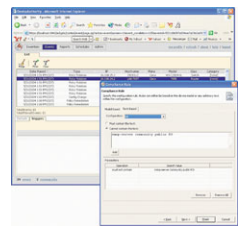
Phone: (781) 250-5800
Fax: (781) 250-5880
WEB SITE: www.Q1Labs.com
EMAIL: info@Q1Labs.com

Change/Configuration Mgmt.
Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:
- Real-time visibility and reporting of device configurations
- Automated compliance and standards management
- Reliable, secure, automated implementation of changes

Get your FREE guide, "Selecting a NCCM Solution" at: www.alterpoint.com/selecting

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WEB SITE: www.alterpoint.com
EMAIL: info@alterpoint.com

Network Configuration
Virtual Booth 4147 • Virtual Product 2123

VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. **VoyenceControl!** improves network security and increases availabilityby preventing errors from being introduced during the design or change process. **VoyenceControl!** significantly reduces the time, resources and costs associated with managing complex networks.

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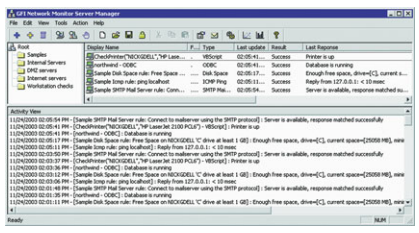
Fax: (972) 759-3998
WEB SITE: www.voyence.com
EMAIL: info@voyence.com

Network & Server Monitor
Virtual Booth 3805 • Virtual Product 1589



GFI Network Server Monitor automatically monitors your network and servers for failures and allows administrators to fix and identify issues before users report them. Alerts can be sent by email or text message. Actions, such as rebooting a machine, restarting a service or running a script, can be done automatically. Download your free evaluation version today at www.gfi.com/npp!

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EMAIL: sales@gfi.com

Network Monitoring & Mgmt.
Virtual Booth 3935 • Virtual Product 1823

AdRem NetCrunch 3.0
- Visualize the logical & physical topologies of your network
- Monitor the status and performance of network hosts, services and applications
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- Validate service levels and plan for network capacity
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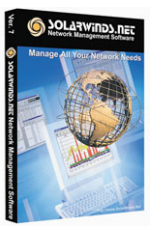
EMAIL: sales@adremsoft.com

Networking Management
Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.

SOLARWINDS.NET Network Management Tools

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Tulsa, OK 74133
Phone: (918) 307-8100
Fax: (918) 307-8080
WEB SITE: www.solarwinds.net
EMAIL: info@solarwinds.net

Enterprise Software
Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks.

Discovery Processes
- Network Discovery
- Server Discovery
- Leak Discovery
- Wireless Discovery

IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.

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Network Analyzer
Virtual Booth 3249 • Virtual Product 838

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WEB: www.networkinstruments.com/pcom
EMAIL: sales@networkinstruments.com

Network Analysis Software
Virtual Booth 3801 • Virtual Product 1580

NETVOYANT

NetVoyant is a family of software products that provide network performance analysis and reporting solutions for the management of computer network infrastructure, critical servers, and applications. The system is scalable from the smallest enterprise to those with multiple locations or network operation centers where remote monitoring is required. NetVoyant automatically retrieves and compiles network statistics, performs analyses of those statistics, and provides graphical reports including baseline performance, bandwidth utilization, network volume, traffic, and trends. All solutions are available on Solaris, Linux, and Windows™ platforms.

NetVoyant lets you understand what is really happening on your network, from a LAN and WAN perspective, so that you can make informed decisions.

RedPoint Network Systems

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Fax: (972) 221-6550
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Network Analysis Solutions
Virtual Booth 4011 • Virtual Product 1957

WildPackets' Omni^3 is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits
- Faster resolution of faults
- Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features
- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni^3 engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex Gigabit, and WAN

For your free eval, visit www.wildpackets.com/processor

WildPackets

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Walnut Creek, CA 94597
Phone: (925) 937-3200
Fax: (925) 937-3211
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EMAIL: info@wildpackets.com

Change Management/Audit
Virtual Booth 3725 • Virtual Product 1426

FireMon is a firewall policy and device change management and auditing product

- **Comprehensive Audit Functionality** - audit any Check Point policy or Cisco device configuration to ensure compliance with corporate or governmental expectations
- **Side-by-Side Policy or Configuration Comparison** - easily track changes made to any rule base/configuration
- **Policy Test** - based on source, destination and service, determine how traffic is handled at the firewall
- **Complete Change Management** - archive and track all changes made across time and the enterprise ensuring expected and consistent behavior
- **Performance Monitoring** - monitor the performance of any Nokia or Cisco device to ensure consistent behavior and uptime

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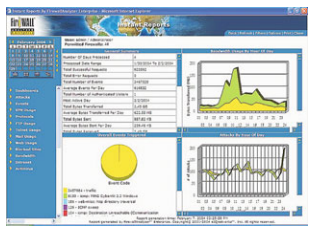
Fax: (816) 421-1938
WEB SITE: www.firemon.com
EMAIL: info@firemon.com

Firewall Analysis Software
Virtual Booth 3746 • Virtual Product 1474



Firewall Analysis, Reporting and Management

- Real-time event monitoring and policy-based alerting
- Collect, correlate and investigate firewalls, IDS, routers and antivirus servers' activity
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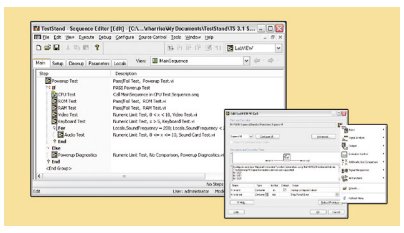
Test Management
Virtual Booth 4082 • Virtual Product 2025



Develop your automated tests 4X faster with **TestStand3.1** - National Instruments newly released version of award-winning test management software. NI TestStand is a ready-to-run test management environment for automating your test and validation systems. NI TestStand is designed to maximize test-code reuse through built-in language adapters and simplify maintenance by using a modular fully customizable test-system framework.

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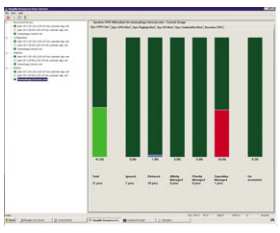
WEB SITE: www.ni.com
EMAIL: sales@ni.com

Terminal Server Mgmt.
Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.

triCerat

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Terminal Server Performance
Virtual Booth 4094 • Virtual Product 2057

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Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

Key benefits include:
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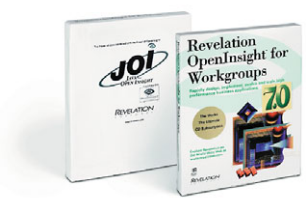
WEB SITE: www.rtosoft.com
EMAIL: info@rtosoft.com

Application Development
Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit
OpenInsight, Revelation Software's flagship product, is a repository-based applications development environment that enables development teams to work collaboratively to design, develop, deploy and scale high-performance business solutions on leading messaging and client/server platforms. Runs on both Windows and Linux.

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Content Security Kit
Virtual Booth 3953 • Virtual Product 1912

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CGM-to-SVG Software
Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005
www.quicksvg.com

Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG ViewerTM context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.

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Content Transformation
Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.

iAnywhere A SYBASE COMPANY

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SCSI Reference Library
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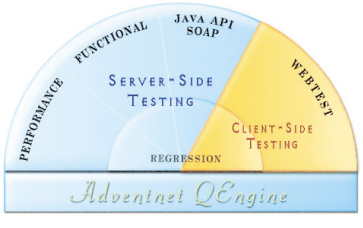
WEB SITE: www.scsitoolbox.com EMAIL: sales@scsitoolbox.com

Test Automation
Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.

AdventNet Excellence Matters

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Pleasanton, CA 94588
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Application Mgmt Suite
Virtual Booth 4141 • Virtual Product 2114

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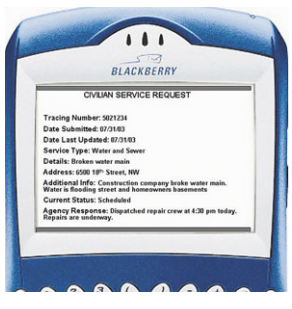
Wireless Access To CRM
Virtual Booth 3958 • Virtual Product 1873



Air2Web's **2CRM** is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they are.

air2web

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Phone: (404) 942-5300
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Packaged Speech Application
Virtual Booth 4068 • Virtual Product 2027

Voice-Enabled CRM

Voice Automation introduces voice-enabled CRM, an out-of-the-box packaged speech application. This simple-to-use mobility solution for the phone requires no custom setup or training. At any time, and from any place, users can quickly and securely call in to the CRM. Using a set of simple voice commands, users can read and write up-to-the-minute enterprise data, including email, appointments, contacts, quotes, and much more. While traveling or whenever the Internet is unavailable, Voice Automation is the always-available productivity solution that keeps remote workers in touch.

VOICE AUTOMATION

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Phone: (866) 781-8642
Fax: (978) 392-8679
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EMAIL: sales@voiceautomation.com

Wireless Access To Email
Virtual Booth 3958 • Virtual Product 1872

Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

air2web

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Remote Enterprise Mgmt.
Virtual Booth 3955 • Virtual Product 1863

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Phone: (571) 203-8300
Fax: (571) 203-8310
WEB SITE: www.ecutel.com
EMAIL: info@ecutel.com

iSeries Software
Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.

CQ
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4720 Kirkwood Highway
Wilmington, DE 19808
Phone: (800) 787-7092
Fax: (302) 225-7505
WEB SITE: www.CQAInc.com
EMAIL: sales@CQAInc.com

Enterprise Security Software
Virtual Booth 3826 • Virtual Product 1621

ENDFORCE Enterprise software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.

ENDFORCE

565 Metro Place South, Suite 300
Phone: (866) 777-2537
WEB SITE: www.endforce.com

Dublin, OH 43017
Fax: (614) 923-6299
EMAIL: sales@endforce.com

Endpoint Security Solution
Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Louisville, CO 80027
Phone: (303) 381-3800
Fax: (303) 381-3881
WEB SITE: www.stillsecure.com
EMAIL: sales@stillsecure.com

Mobility Identity Enforcement
Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.

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WEB SITE: www.synctomi.com

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Fax: (814) 438-8203
EMAIL: sales@synctomi.com

User ID Mgmt Solution
Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
- Best-in-class account provisioning features for maximum security, efficiency, productivity, cost-savings, and ROI.
- Flexible technology that integrates with and leverages your existing identity stores, service desk applications, messaging systems, and IT systems.

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WEB SITE: www.courion.com
EMAIL: sales@courion.com

Password Management
Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management

SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started, SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com

PassGo

651 Holiday Drive - Suite 300
Pittsburgh, PA 15220
Phone: (888) 652-3983
WEB SITE: www.passgo.com
EMAIL: sales@passgo.com

Password Management Tool
Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

Imagine an online world where you no longer have to remember various usernames & passwords for the dozens of sites that you visit. The new RoboForm 6.0 password management & form filling tool memorizes online passwords, automatically logs users onto Web sites, generates random secure passwords and fills out long registration forms with one click. This latest version allows users to take their "identity" - password details wherever they travel on a USB key, along with a PDA version.

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Fills Forms, So That You Don't Have To

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Phone: (877) 762-6367
WEB SITE: www.siber.com

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Fax: (703) 716-4812
EMAIL: ask@siber.com

Access Management Software
Virtual Booth 3763 • Virtual Product 1529

Entegrity AssureAccess

AssureAccess allows Web and J2EE application developers deploying secure e-business solutions to easily include authentication, single sign-on, authorization, audit, user management and security policy administration in their applications without building custom security code for each application.

Through AssureAccess, organizations can quickly deploy and update their security resulting in:

- More reliable security implementations
- Shorter and more predictable deployment schedules
- Lower overall application development costs

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WEB SITE: www.entegrity.com

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Fax: (603) 882-6092
EMAIL: sales@entegrity.com

Certificate Authority
Virtual Booth 3828 • Virtual Product 1624

Issue Universally Trusted SSL Certificates

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By chaining your identity and trust infrastructure to OmniRoot, you can guarantee that the digital certificates you issue will be automatically recognized and accepted by your end-users' browsers since they both link to a common trust point.

Betrusted offers both prepackaged and custom tailored SSL certificate solutions that incorporate OmniRoot - So whether you need to secure one server or multiple servers there's a service for you.

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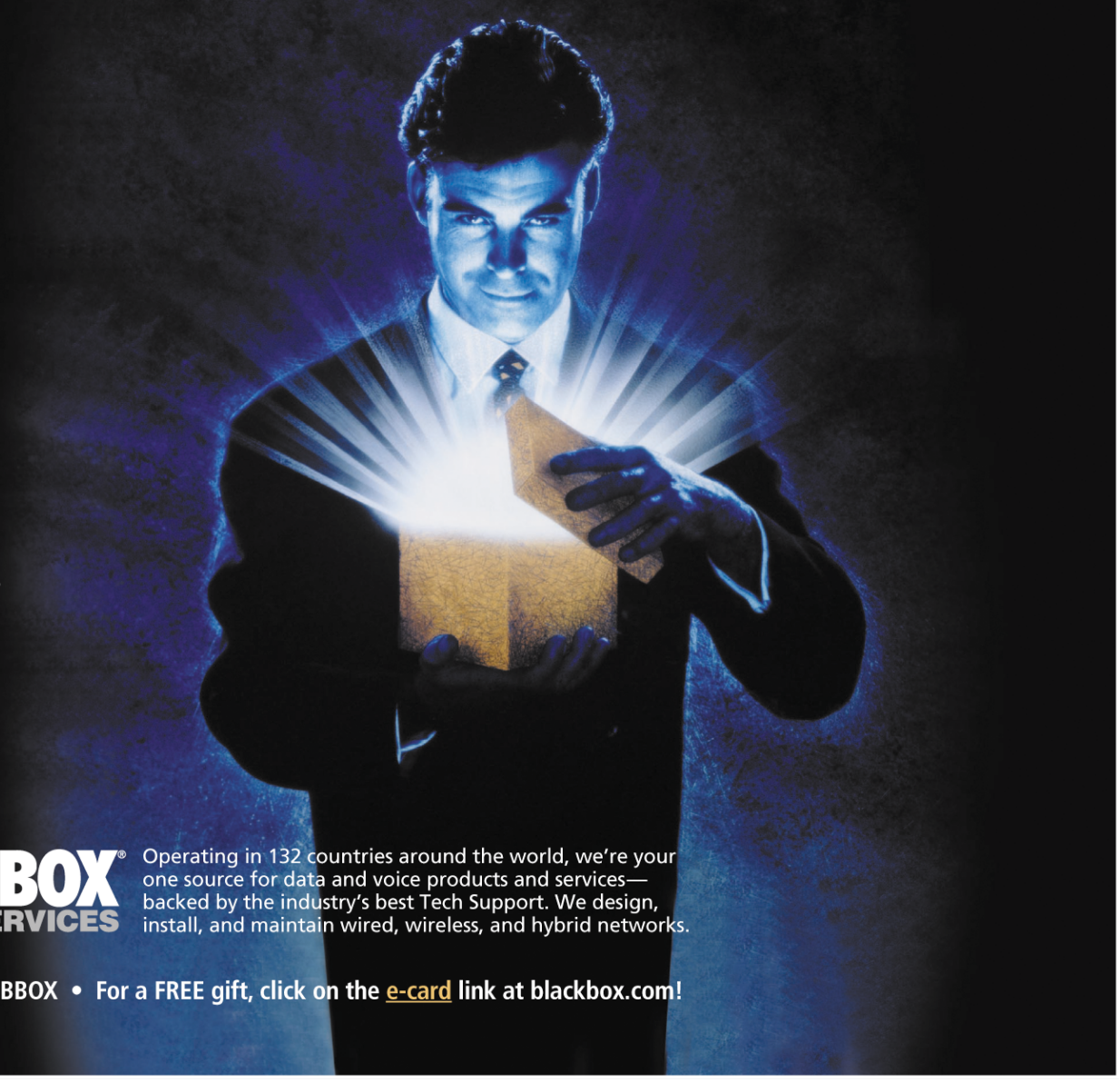
WEB SITE: www.betrusted.com
EMAIL: sales@betrusted.com

WHAT'S IN THE BOX?



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Web Authentication
Virtual Booth 3944 • Virtual Product 1838

Entrust TruePass™

You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use - increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.

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Fax: (613) 270-2501
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EMAIL: entrust@entrust.com

Fingerprint Logon Software
Virtual Booth 3866 • Virtual Product 1702

Security. Mobility. ROI. Coming to an operating system near you. The **Identix BioLogon® Software Suite** offers the complete solution for all your desktop and network fingerprint authentication needs. A complete multifactor authentication solution, BioLogon provides fingerprint and password support. The result: increased security, lower administrative costs, and added convenience.

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Minnetonka, MN 55343
Phone: (952) 932-0888
Fax: (952) 932-7181
WEB SITE: www.identix.com
EMAIL: info@identix.com

Secure Authentication
Virtual Booth 3833 • Virtual Product 1629

Datakey Axis is a **software** and **Smart Card solution** that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.

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EMAIL: sales@datakey.com

Remote Access Authentication
Virtual Booth 3651 • Virtual Product 1206

COBAS REMOTE ACCESS™ (VPN)

COBAS is the most secure and versatile authentication software in the world. The platform can work with any operating system, biometric or Smart Card Reader and allows you to store templates in a Centralized Database, localized hard drive, or Smart Card. Imagine entering your "username only" and hitting the login button and two seconds later wherever you're at the phone rings and performs a dual factor, tri-factor or multiperson authentication without having to run any client side software on that computer, laptop or PDA. The reason this method is so secure is because we split the pathway between the username and password, never sending pass-words or credentials over an IP-based network.

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WEB SITE: www.sftnj.com

Edison, NJ 08837
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Optical Fingerprint Reader
Virtual Booth 3866 • Virtual Product 1701

The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

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- Advanced CMOS camera technology delivers high image quality and reliability
- PCMCIA interface supports plug and play operation

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Triple Factor Authentication
Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution

With the **BioStik™**, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with a digitally signed and encrypted remote access to your servers especially via the Web, at the same time it leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification and is at a reasonable cost, without client licensing charges.

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EMAIL: info@index-security.com

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EMAIL:marketingusa@bioslimdisk.com

SmartCard Security Software
Virtual Booth 3580 • Virtual Product 1162

Access Control, Privacy and Convenience
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- File Protection through Encryption
- Password Vault for Web sites
- Smart Card-based Digital Certificates

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Fax: (408) 727-8278
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EMAIL: sales@360degreeweb.com

Database Auditing Software
Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits
- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.

WizSoft

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Syosset, NY 11791
Phone: (516) 393-5841
Fax: (516) 393-5842
WEB SITE: www.wizsoft.com
EMAIL: sales@wizsoft.com

Database Security
Virtual Booth 4077 • Virtual Product 2037

Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eaves-dropping by trusted insiders.

- Detailed knowledge of who did what & when
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Web Server Anonymization
Virtual Booth 4151 • Virtual Product 2126

servermask

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.

port80 software

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San Diego, CA 92117
Phone: (858) 268-7960
Fax: (858) 268-7760
WEB SITE: www.port80software.com
EMAIL: info@port80software.com

Firewall Software
Virtual Booth 3636 • Virtual Product 1188

GB-Ware - Firewall Software
- Install on User-Configured Hardware
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- IKE VPN and 1 Mobile VPN Client License included
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Security Linux
Virtual Booth 3726 • Virtual Product 1427

Award-Winning Security Solution

Astaro Security Linux provides six essential applications in a single, easy-to manage package. It eliminates the need for multiple security products, which saves time & money. It includes firewall, VPN, antivirus, URL filtering, spam filtering, intrusion protection, remote access, application proxies, usage reporting and much more.

astaro internet security

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Fax: (781) 272-8989
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EMAIL: sales@astaro.com

Network Security Platform
Virtual Booth 3699 • Virtual Product 1285

Are your networks and routers easy prey?

Defend against perimeter intruders with one solution.

- DeepNines is the front line of defense in the battle against cyberattacks.
- DeepNines Security Platform integrates intelligent firewall, intrusion prevention, best-in-class antivirus functionality, spam filtering and forensic capture and reporting into a security software platform that operates outside the network infrastructure.
- The Sleuth9® Security System, which runs on the DeepNines Security Platform, sits invisibly at the perimeter of the network, exposing no MAC or IP address so it cannot be scanned or hacked, protecting the router and other critical network devices from attack.

DeepNines TECHNOLOGIES

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Dallas, TX 75254
Phone: (214) 273-6996
Fax: (214) 273-6997
WEB SITE: www.deepnines.com
EMAIL: info@deepnines.com

Secure Instant WAN
Virtual Booth 3971 • Virtual Product 1888

The **Inter-Business Vault™** enables the creation of secure instant wide area networks (WANs) for connecting enterprises with partners, customers and sub-contractors over the Internet - enabling them to exchange information as if they have deployed a shared WAN, but without actually doing so. Cyber-Ark's leading Vaulting applications include Treasury Management Vault, CAD/CAM Vault, and Source Code Vault.

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Fax: (781) 251-0678
EMAIL:sales@cyber-ark.com

SSL VPN Solution
Virtual Booth 3694 • Virtual Product 1274

Netsilica EPN delivers scalable, secure deployments that fit your network & your remote access needs. Granular, application-level controls for every user that integrate with any authentication/authorization system (I&AM) for a complete enterprise solution.

- Complete Application-Aware Firewall Customizable Application-Level Security
- EPN goes beyond simplified remote access Delivering total access and security solutions
- Comprehensive Secure Remote Access Browser-based Access to any Application
- Multiple Deployment Options Software - Appliance - Managed Service

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Phone: (732) 465-1400
WEB SITE: www.netsilica.com

Piscataway, NJ 08854
Fax: (732) 465-1409
EMAIL: info@netsilica.com

SSL VPN for Windows
Virtual Booth 4078 • Virtual Product 2040

OvisGate is browser-based Secure Sockets Layer (SSL) VPN software solution for Windows and can run on any Windows 2000 and XP computer. It builds a Virtual Private Network on the Internet in minutes and no client hardware or software needs to be installed. With OvisGate SSL VPN software installed, users can access a corporate intranet from anywhere, anytime and access it securely.
OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.

OvisGate Software

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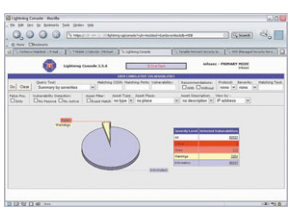
City of Industry, CA 91745
Phone: (626) 854-1805
Fax: (626) 854-0835
WEB SITE: www.ovisgate.com
EMAIL: sales@ovisgate.com

Security Management
Virtual Booth 3724 • Virtual Product 1425

Lightning 2.5



- Manages vulnerabilities and IDS events for small and large organizations
- Schedules vulnerability scans with one or more Nessus scanners
- Share security information with hundreds ofadminis-strators
- Support IDS events from Snort, ISS, IntruSheild, Dragon and many others
- Performs real-time vulnera-bility and IDS correlation

TENABLE Network Security

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Monitor, Alert & Correct
Virtual Booth 3669 • Virtual Product 1247

PageR *Enterprise* is the automatic server, device and event monitor that watches anything across your network to immediately notify the IT staff when important events occur. PageR runs on Windows NT/2000/XP to monitor servers, logfiles, services, TCP/IP, SNMP, disks, programs, Web pages/links, devices, bandwidth, power and more. When events occur, alerts are sent to phones, pagers, PDAs, etc.

AVTECH Software

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Real-Time Event Correlation
Virtual Booth 3994 • Virtual Product 1940

NetMonSecure™
- Full-featured SIM at an affordable price
- Network & Security Event Management
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- Easy to install and use
- ROI almost immediate – get results on the first day
- Rules based security policies
- Notifications & Active Responses

NetMon2™

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Phone: (908) 755-8111
Fax: (908) 222-7929
WEB SITE: www.netmon2.com
EMAIL: info@netmon2.com

Network Activity Analyzer
Virtual Booth 4064 • Virtual Product 2019

StealthWatch + Therminator

Lancope's StealthWatch+Therminator is the thermodynamic, behavior-based threat detection and network intelligence solution for real-time visualization of network traffic and patternless detection of known/unknown attacks.

Lancope

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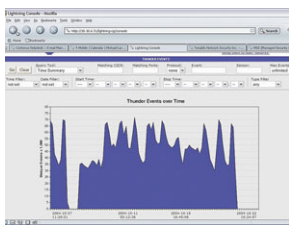
Phone: (770) 225-6500
Fax: (770) 225-6501
WEB SITE: www.lancope.com
EMAIL: info@lancope.com

Enterprise Log Analysis
Virtual Booth 3724 • Virtual Product 1429

Thunder 1.0



- Log aggregation for multiple organizations and technologies
- Application analysis of Secure Shell, Apache, Sendmail and many others
- Firewall analysis of Checkpoint, PIX, NetScreen and many more
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- Works with the Lightning Console
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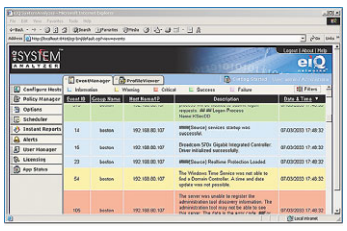
WEB SITE: www.tenablesecurity.com
EMAIL: sales@tenablesecurity.com

System Event Log Analysis
Virtual Booth 3746 • Virtual Product 1485



Centralized Windows, UNIX and Linux System Event Log Analysis
- Agentless centralized analysis and reporting
- Compliance reporting--HIPAA, GLBA, Sarbanes-Oxley
- Host grouping for event prioritization and reporting
- Real-time alerting and automatic notification
- Centralized event manager and reporting portal

eiQ networks

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Acton, MA 01720
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Server Status Monitor
Virtual Booth 3934 • Virtual Product 1821

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Prevent downtime and intrusions. **ServerVision** allows you to keep an eye on your servers and keep them secure at the same time. Getting started is a breeze with straightforward wizards and both an MMC snap-in and Web-based interface. Powerful server and event log monitoring that's EASY to configure, EASY to run and EASY on your budget.

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- Detailed analysis reporting
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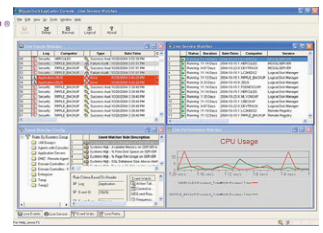
Fax: (727) 562-5199
WEB SITE: www.sunbelt-software.com/pcom1
EMAIL: sales@sunbelt-software.com

Event Log Monitoring
Virtual Booth 4114 • Virtual Product 2087

LogCaster®



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Fax: (610) 862-4011
WEB SITE: www.rippletech.com
EMAIL: results@rippletech.com

Fraud Screening Solution
Virtual Booth 4016 • Virtual Product 1958

When it comes to screening for fraud.... who can you trust?

If your company conducts a high volume of customer transactions and you're looking for ways to minimize fraud and bad debt, **Lightbridge is the name you can trust.** We've screened hundreds of millions of customer applications since 1989, helping our clients avoid billions of dollars in fraud. Lightbridge fraud screening tools are part of the most comprehensive suite of automated fraud and risk management solutions available. Our automated processes determine the validity and risk profile of each new applicant before they become a customer. Lightbridge and integrated third party products deliver proven results for:

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- Fraud Scoring
- Validation
- Verification

Lightbridge®

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Computer Forensics SW
Virtual Booth 3880 • Virtual Product 1724

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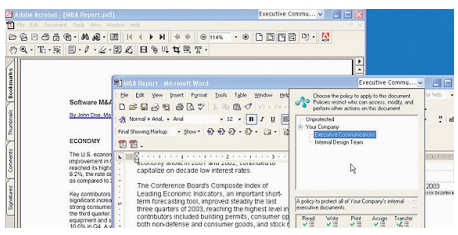
WEB SITE: www.techpathways.com
EMAIL: sales@techpathways.com

Intellectual Property Security
Virtual Booth 3868 • Virtual Product 1703



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes. It allows you to share information inside and outside the enterprise while retaining control.

LIQUID MACHINES enabling secure business.™

10 Maguire Road - Suite 110
Lexington, MA 02421
Phone: (781) 861-1497
Fax: (781) 861-0374
WEB SITE: www.liquidmachines.com
EMAIL: info@liquidmachines.com

Network Security Software
Virtual Booth 3975 • Virtual Product 1906

The Enforcer/EI

Enforcer/EI software agents monitor networked computers and send notifications when corporate policy is violated. Enforcer/EI uses revolutionary parallel processing architecture that provides unsurpassed enterprise security management.

- Enforces security policy
- Operational notifications sent 24/7/365
- Assures privacy
- Platform independent
- Small footprint
- Nominal network traffic
- Exception based
- Minimal administration

Paragentec

10815 Rancho Bernardo Road, Ste 220
San Diego, CA 92127
Phone: (800) 897-8768
Fax: (858) 271-0218
WEB SITE: www.paragentec.com
EMAIL: info@paragentec.com

Vulnerabiltiy Management
Virtual Booth 4017 • Virtual Product 1959

SecurityExpressions

Audit and Compliance

SecurityExpressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. SecurityExpressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.

pedestal SOFTWARE

199 Wells Avenue
Newton Center, MA 02459
Phone: (888) 664-7174
Fax: (617) 928-5552
WEB SITE: www.pedestal.com
EMAIL: sales@pedestal.com

Policy Compliance
Virtual Booth 4075 • Virtual Product 2035

Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including **Sarbanes-Oxley, HIPAA, GLBA** and **Basel II**. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.

BIND VIEW Insight at Work

5151 San Felipe, Suite 2500
Houston, TX 77056
Phone: (713) 561-4000
Fax: (713) 561-4204
WEB SITE: www.bindview.com
EMAIL: info@bindview.com

Enterprise Security Mgmt.
Virtual Booth 4164 • Virtual Product 2147

Allegent Technology Group dramatically improves and sustains enterprise security by providing integrated threat management software that automatically detects and responds to vulnerabilities before they result in breaches and outages.

SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.

ALLEGENT Technology Group

100 Crossways Park Dr. W. #104
Woodbury, NY 11797
Phone: (516) 364-7034
Fax: (516) 364-7036
WEB SITE: www.allegent.net
EMAIL: sales@allegent.net

Internet Usage Filter
Virtual Booth 3782 • Virtual Product 1545

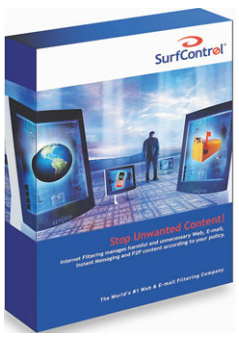
DynaComm i:filter®

This state-of-the-art Internet filter has capabilities to protect you, your organization and your employees. It comes with everything you need to effectively manage, filter and report on your organization's Internet usage and it can be easily installed in almost any network topology. Comprehensive reporting and the industry's largest database help ensure that your Internet resources are being used appropriately.

FutureSoft

12012 Wickchester Ln., Ste. 600
Houston, TX 77079
Phone: (800) 989-8908
Fax: (281) 496-1090
WEB SITE: www.dciseries.com
EMAIL: info@futuresoft.com

Web Filtering Solution
Virtual Booth 3947 • Virtual Product 1853



SurfControl Web Filter provides tools needed to understand and manage Internet usage in a way that best suits your business needs. For maximum protection from the threats of harmful and inappropriate Internet content, SurfControl Web Filter incorporates: quality content understanding, Adaptive Reasoning Technology, flexible deployment options, ease-of-use and comprehensive reporting and analysis.

SurfControl®
The World's #1 Web & E-mail Filtering Company

100 Enterprise Way, Ste A110
Scotts Valley, CA 95066
Phone: (831) 440-2500
Fax: (831) 440-2740
WEB SITE: www.surfcontrol.com
EMAIL: sales@surfcontrol.com

Web Filtering and Security
Virtual Booth 4143 • Virtual Product 2118

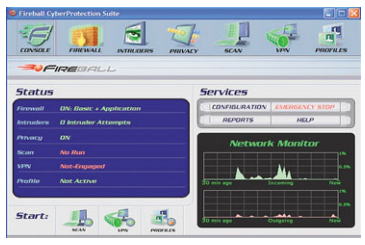
Websense, Inc. enables organizations to manage employee Internet use through multilayered Web filtering and security solutions. This employee-centric approach protects organizations from new and emerging threats such as spyware, phishing and malicious mobile code, and complements traditional security solutions. Websense award-winning and industry-leading filtering solutions help organizations manage how employees use the Web.

- Manage employee Internet access
- Mitigate exposure to zero-day security threats
- Prevent spyware and malicious mobilecode
- Block peer-to-peer (P2P) file sharing

WEBSENSE®

10240 Sorrento Valley Rd.
San Diego, CA 92121
Phone: (800) 723-1166
Fax: (858) 458-2950
WEB SITE: www.websense.com
EMAIL: info@websense.com

Endpoint Security
Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.

REDCANNON

42808 Christy Street, Suite 108
Fremont, CA 94538
Phone: (510) 498-4100
Fax: (510) 498-4390
WEB SITE: www.redcannon.com
EMAIL: sales@redcannon.com

LapTrak
Virtual Booth 3686 • Virtual Product 1253

If your computer is missing, we can find it...

LapTrak is a virtually undetectable and silent safeguard software program that enables the LapTrak "IQ Certified" alarm monitoring station to track the location of a laptop or desktop computer 24 hours per day, 365 days per year.

Secure-It

18 Maple Court
East Longmeadow, MA 01028
Phone: (800) 451-7592
Fax: (413) 525-8807
WEB SITE: www.secure-it.com
EMAIL: sales@secure-it.com

Mobile Security Management
Virtual Booth 3785 • Virtual Product 1550

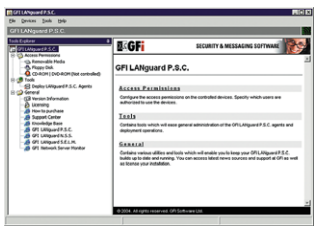
Advanced, Policy-Enforced Client Security Protection

- Next-generation operating system kernel-layer security technology ensuring a much higher level of security than first-generation personal firewalls
- Advanced WLAN control (up to and including complete radio silencing) that allows you to manage every phase of your wireless deployment
- Highly scalable security policy distribution keeping thousands of enterprise users on both sides of the corporate firewall regularly and securely updated
- Location-based controls adapting security permissions by network location for users moving across different networks and encountering different risks
- WLAN connectivity under centralized IT management & control in compliance w/corporate security policy guidelines
- Protects mobile endpoints at the network adapter

SENFORCE

147 Election Road, Suite 110
Draper, UT 84020
Phone: (801) 838-7878
Fax: (801) 838-7879
WEB SITE: www.senforce.com
EMAIL: sales@senforce.com

Portable Storage Control
Virtual Booth 3805 • Virtual Product 1995



GFI LANguard Portable Storage Control offers you network-wide control of which users can plug in a USB stick; connect a smartphone, MP3 player, handheld; download / upload data to a digital camera; access CDs; access floppies. All user management is done through Active Directory eliminating extra administration. Starting from only $295 for 25 PCs. Download your eval today: www.gfi.com/psp

GFI

15300 Weston Parkway, Suite 104
Cary, NC 27513
Phone: (888) 243-4329
Fax: (919) 388-5621
WEB SITE: www.gfi.com
EMAIL: sales@gfi.com

Computer Theft Recovery
Virtual Booth 3917 • Virtual Product 1789

PCPhoneHome/MacPhoneHome Enterprise™

- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
- Can be installed using a variety of popular “network push” techniques or disk imaging utilities.
- Installation is completely transparent
- Your organization’s contact and ownership information is hardcoded directly within your custom Enterprise version.
- Once notified of a theft, recovery agents at Brigadoon Software’s worldwide monitoring and command center provide full technical, tracking and recovery support to the customer and local police.

Brigadoon Software, Inc

143 Main Street
Nanuet, NY 10954
Phone: (845) 624-0909
Fax: (845) 624-0990
WEB SITE: www.brigadoonsoftware.com
EMAIL:sales@brigadoonsoftware.com

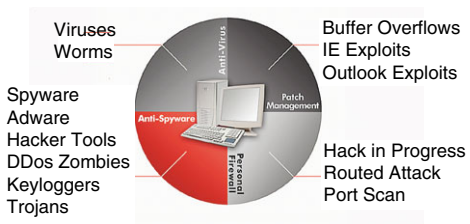
Laptop Security Software
Virtual Booth 4018 • Virtual Product 1960

zTRACE GOLD is a stealth tracing and recovery application that remains udetectable & unerasable on your laptop’s hard drive. If the laptop is reported stolen, the computer reports its own location the next time it is connected to the Internet! That Information is immediately forwarded to the zTrace Recovery Team, who works in conjunction with local law officials to recover your laptop.

zTrace™ Technologies
www.zTrace.com

411 Waverly Oaks Road, Ste. 328
Waltham, MA 02452
Phone: (877) 987-2232
Fax: (877) 966-2200
WEB SITE: www.zTrace.com
EMAIL: sales@zTrace.com

Anti-Spyware Solution
Virtual Booth 3853 • Virtual Product 1652



PestPatrol Corporate Edition v5

PestPatrol Corporate Edition, the leading network anti-spyware solution, has been redesigned from the ground up to capitalize on our existing strengths in detection and removal. The new version will use fewer resources while providing substantially faster scanning and greater scalability and manageability.

Pest Patrol™

453 Lincoln Street, Suite 5
Carlisle, PA 17013
Phone: (717) 243-6588
Fax: (717) 243-8545
WEB SITE: www.pestpatrol.com
EMAIL: sales@pestpatrol.com

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Fr: can't afford to

To: can't afford not to

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Or call 1-866-464-7381.

EMC² VELOCITY² PARTNER PROGRAM

Find an authorized EMC Velocity² Partner at www.EMC.com/velocity.

Antispam
Virtual Booth 3698 • Virtual Product 1284

PreciseMail Anti-Spam Gateway
"Get Precisely the Email You Want"

- Eliminates spam at the Internet gateway or mail server without filtering critical legitimate email messages
- Mulitple antispam filtering technologies are used for high accuracy
- Web interface for user spam management

PROCESS SOFTWARE
A PLATINUM EQUITY COMPANY

959 Concord Street
Framingham, MA 01701
Phone: (800) 722-7770
Fax: (508) 879-0042
WEB SITE: www.process.com
EMAIL: sales@process.com

Antispam For Exchange
Virtual Booth 3934 • Virtual Product 1822

iHateSpam for Exchange™

iHateSpam for Exchange™ installs quickly and easily on Exchange 5.5, 2000, and 2003 servers. Over 4,000 licenses have been deployed, making it one of the best-selling anti-spam solutions for Microsoft Exchange.

- Fast setup "configure it and forget it"
- Over 95% spam detection rate
- Constantly updated spam engine
- Users can manage their own quarantine
- Customizable treatment of spam
- 30-day product evaluation

SUNBELT SOFTWARE

101 N. Garden Ave.
Clearwater, FL 33755
Phone: (888) 688-8457
Fax: (727) 562-5199
WEB SITE: www.sunbelt-software.com/pcom
EMAIL: sales@sunbelt-software.com

Antispam Application
Virtual Booth 3989 • Virtual Product 1924

Email Filtering Service Blocks Spam and Viruses —BEFORE They Reach Your Network

postini

- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as $3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions.
Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

THE FULCRUM GROUP

715 Katy Road Suite 208A
Keller, TX 76248
Phone: (817) 337-0300
Fax: (817) 337-0313
WEB SITE: www.fulcrumgroup.net
EMAIL: info@fulcrumgroup.net

Antispam
Virtual Booth 4046 • Virtual Product 1988

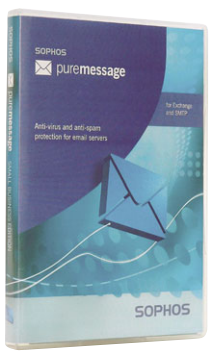
Tumbleweed MailGate™ is a secure, hardened Linux-based appliance, designed to remove spam and viruses from the email systems of small, medium, and large enterprises. MailGate is the only antispam appliance on the market with true artificial intelligence, which is why InfoWorld magazine rated it #1 against all competitors.

What Makes MailGate The Smartest Antispam Choice?
- Install and configure in less than 30 minutes
- Proactive and reactive approaches capture 98% of spam with extremely low false positives
- McAfee or Kaspersky antivirus stops viruses at the network edge
- Lowest total cost of ownership for real savings
- Tumbleweed is the trusted leader in email security, with over 10 years of innovation and over 1100 customers.

TUMBLEWEED COMMUNICATIONS

700 Saginaw Drive
Redwood City, CA 94063
Phone: (800) 696-1978
Fax: (650) 216-2001
WEB SITE: www.tumbleweed.com
EMAIL: info@tumbleweed.com

Email Management Solution
Virtual Booth 3918 • Virtual Product 1790

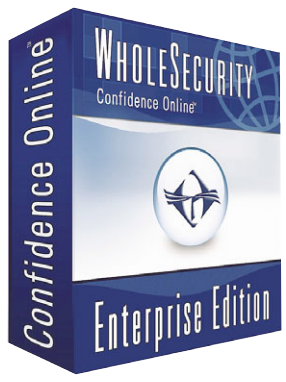


Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution.
- Policies combine anti-spam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS.
- Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

SOPHOS

539 Encinitas Blvd.
Encinitas, CA 92024
Phone: (800) 535-3353
Fax: (760) 942-6489
WEB SITE: www.nwtechusa.com
EMAIL: sales@nwtechusa.com

Zero-Hour Threat Detection
Virtual Booth 3742 • Virtual Product 1449



Worried about worms, Trojan horses and eavesdropping threats?
WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!

WHOLESECURITY

5001 Plaza on the Lake, Suite 301
Austin, TX 78746
Phone: (512) 874-7400
Fax: (512) 874-7401
WEB SITE: www.wholesecurity.com
EMAIL: sales@wholesecurity.com

Microsoft SQL Audit/IPS
Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based, database intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.
- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid users.
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

APPLICATION SECURITY, INC.

575 8th Avenue 12th Floor
New York, NY 10018
Phone: (212) 947-8787
Fax: (212) 947-8788
WEB SITE: www.appsecinc.com
EMAIL: sales@appsecinc.com

Vulnerability Monitor
Virtual Booth 3724 • Virtual Product 1430

NeVO 2.0

NeVO Vulnerability Monitor
- Monitors network traffic to passively discover hosts, applications and vulnerabilities
- Produces vulnerability reports compatible with Nessus and the Lightning Console
- Detects successful intrusions with extremely low false-positive rates
- Available for Windows 2000, XP, Linux and FreeBSD

TENABLE Network Security

8830 Stanford Blvd. Ste. 312
Columbia, MD 21045
Phone: (877) 448-0489
Fax: (410) 510-1889
WEB SITE: www.tenablesecurity.com
EMAIL: sales@tenablesecurity.com

Vulnerability Management
Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software
You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.
- Proactive, near real-time change detection - When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.

intrusec

75 Fifth Street NW, Ste. 207
Atlanta, GA 30308
Phone: (404) 526-6138
Fax: (404) 526-6132
WEB SITE: www.intrusec.com
EMAIL: info@intrusec.com

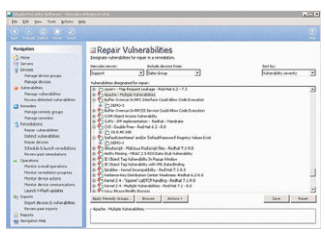
Exposure Risk Mgmt.
Virtual Booth 3875 • Virtual Product 1719

Skybox™ View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10,000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." **Skybox™ View** reduces the window of exposure from months to hours and communicates risk in layman terms to executives.

skybox™ security
MANAGING THE RISKS THAT MATTER

2370 Watson Ct, Ste. 110
Palo Alto, CA 94303
Phone: (650) 565-8060
Fax: (650) 565-8068
WEB SITE: www.skyboxsecurity.com
EMAIL: sales@skyboxsecurity.com

Vulnerability Remediation
Virtual Booth 3891 • Virtual Product 1755



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with **Hercules**, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.

CITADEL™ SECURITY SOFTWARE

5420 LBJ Freeway, Suite 1600
Dallas, TX 75240
Phone: (214) 520-9292
Fax: (214) 520-9293
WEB SITE: www.citadel.com
EMAIL: info@citadel.com

Disk / Data Erasing Software
Virtual Booth 4162 • Virtual Product 2145

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any SCSI or Fibre Channel disk drive. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any SCSI disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.

Tabernus
Building Strong Foundations for Mass Storage Testing

8303 N. Mopac Express Way
Austin, TX 78759
Phone: (888) 700-8560
Fax: (512) 372-9474
WEB SITE:http://www.tabernus.com
EMAIL: sales@tabernus.com

USB Software Security
Virtual Booth 3972 • Virtual Product 1889

Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.

MARX SOFTWARE SECURITY

2900 Chamblee Tucker Rd. Bldg. 9
Atlanta, GA 30341
Phone: (800) 627-9468
Fax: (770) 986-8891
WEB SITE: www.marx.com
EMAIL: sales@marx.com

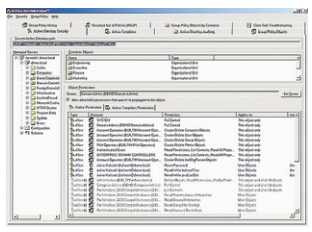
Encryption Software

The **"Secure Hash Signature Generator"** creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.

1627 Price Loop
Rockwood, TN 37854
Phone: (865) 354-8960
Fax: (865) 354-8962
WEB SITE: www.ics-iq.com
EMAIL: sales@ics-iq.com

Active Directory Mgmt.
Virtual Booth 3960 • Virtual Product 1875

Active Administrator



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.
- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control

SCRIPTLOGIC®

6000 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (561) 886-2400
Fax: (561) 886-2499
WEB SITE: www.scriptlogic.com/processor
EMAIL: sales@scriptlogic.com

Display-Only File Server
Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from informaiton theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- Screen dump on a user machine is disallowed whenever the user is interacting with a confidential file.
- Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
- Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.

RNI Rether Networks Inc.

99 Mark Tree Road
Centereach, NY 11720
Phone: (631) 467-4381
Fax: (631) 467-4597
WEB SITE: www.rether.com
EMAIL: rni@rether.com

Document Security Software
Virtual Booth 3727 • Virtual Product 1428

Authentica's document security solutions provide total control over your enterprise's sensitive documents, spreadsheets and presentations, both during and after delivery to recipients.

Our document security solutions are ideal for any large enterprise that needs to securely share valuable intellectual property internally or with outside business partners.

Authentica's solutions let you:
- Securely distribute information anywhere
- Dynamically change access and usage permissions at any time, even after recipients have accessed files
- Continuously monitor information activity

authentica® protect your information™

91 Hartwell Avenue
Lexington, MA 02421
Phone: (781) 487-2600
Fax: (781) 290-0424
WEB SITE: www.authentica.com
EMAIL: sales@authentica.com

Secure Networking Software
Virtual Booth 4150 • Virtual Product 2125

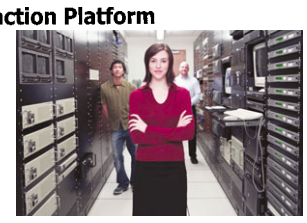
Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.

SECURITY ACAP SOFTWARE

18700 Main Street, Suite 204A
Huntington Beach, CA 92648
Phone: (714)-843-0099
Fax: (714)-465-3391
WEB SITE: www.apacsecurity.com
EMAIL: info@acapsecurity.com

Web Services Security
Virtual Booth 3944 • Virtual Product 1837

Entrust
Secure Transaction Platform



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.

Entrust® Securing Digital Identities & Information

1000 Innovation Drive
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EMAIL: entrust@entrust.com

Enterprise Backup Solution
Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.

VERITAS™

350 Ellis Street
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Fax: (650) 527-2908
WEB SITE: www.veritas.com
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Backup & Recovery Solution
Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.
- Scalable
- Manageable
- Flexible

betasystems

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Data Protection Software
Virtual Booth 3837 • Virtual Product 1632

BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.
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- Unmatched value

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Backup & Recovery Mgmt.
Virtual Booth 3991 • Virtual Product 1926

Not Just Another Backup Utility!

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.

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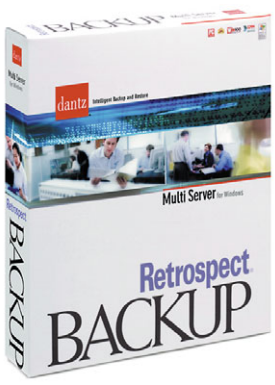
Fax: (610) 964-9072
WEB SITE: www.21stcenturysoftware.com
EMAIL: sales@21stcenturysoftware.com

Backup Software
Virtual Booth 4062 • Virtual Product 2014



Dantz® Retrospect® Multi Server v6.5 delivers proven technology, complete protection, easy administration, and fast backups with 100% accurate restores for networked file servers, business critical application servers, desktops and notebooks. It provides the utmost in safety and security by protecting against loss due to viruses, newly installed software, user error, damaged hardware, hardware upgrades, hackers & lost or stolen computers.

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Unix/Linux Tape Management
Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day back-ups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console

LXI Network Storage Solutions

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Fax: (214) 260-9019
WEB SITE: www.LXIcorp.com
EMAIL: sales@LXIcorp.com

Continuous Data Protection
Virtual Booth 3587 • Virtual Product 1358

Storactive LiveServ™ for Exchange Server

LiveServ software delivers continuous data protection for Microsoft Exchange servers, ensuring rapid, zero-loss recovery of individual messages, mailboxes and entire data stores.

- Eliminate backup and recovery windows
- Recover data up to the point of failure
- Rapidly restore messages while Exchange is live
- **FREE TRIAL**

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Content Archiving Software
Virtual Booth 3929 • Virtual Product 1814

Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault® allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

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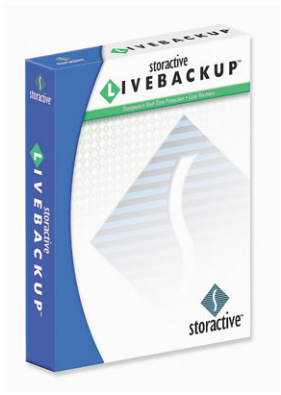
Backup & Disaster Recovery
Virtual Booth 3587 • Virtual Product 1359



Storactive LiveBackup® for Enterprise PCs

LiveBackup software for desktop, remote & mobile PCs protects distributed data automatically as it is saved and ensures rapid file, system & disaster recovery.

- Automates PC backup in real time
- Recovers from disasters, errors & viruses
- Minimizes downtime
- Offers easy, self-serve data recovery
- **FREE TRIAL**

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Real-Time Data Replication
Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.

As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.

constantdata

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Fax: (952) 933-2551
WEB SITE: www.constantdata.com
EMAIL:sales@constantdata.com

Data Backup & Recovery
Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery process
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management

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Peer to Peer Backup System
Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
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Data Warehouse Platform
Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.

Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

SYBASE

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Fax: (925) 236-4321
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EMAIL: sales@sybase.com

Storage Mgmt. Solution
Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

ARCHIVAS digital archiving

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Web-Based Media Service
Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN
Web-based media tracking system

Track Media

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- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

Inventory

- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages

- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

AES

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SAN & NAS Management
Virtual Booth 3697 • Virtual Product 1286

IPStor provides an open software infrastructure platform for storage networking, allowing for the consolidation of heterogeneous storage environments along with the seamless creation & provisioning of both SAN (block level) & NAS resources (for general-purpose file sharing) from the same storage pool.

- Any-to-any connectivity: Fibre Channel, IP, iSCSI, SCSI, CIFS, NFS, etc.
- Centralized management of entire storage network and storage services from a single easy-to-use, go-anywhere Java console
- Dynamic expansion of storage volumes
- Lightning-fast zero-impact backup and immediate recovery
- End-to-end security

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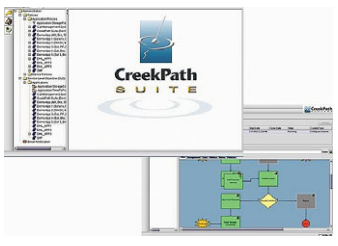
WEB SITE: www.caeneng.com
EMAIL: dennis@caeneng.com

Storage Resource Mgmt.
Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.

CreekPath SYSTEMS Improving Business Agility

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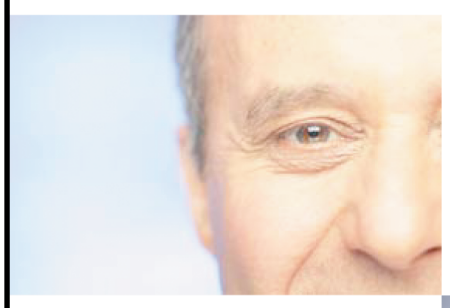

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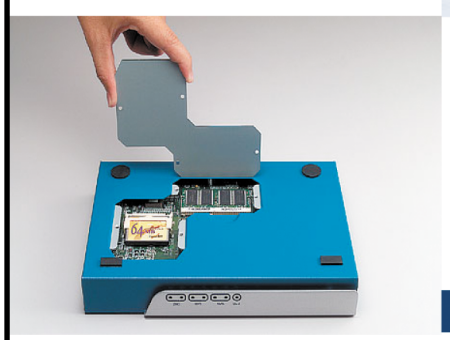

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Storage Resource Mgmt.
Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
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NTP Software™

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Storage Consolidation
Virtual Booth 3979 • Virtual Product 1901

SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.

DataCore™ SOFTWARE

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Fax: (954) 938-7953
WEB SITE: www.datacore.com
EMAIL: salesops@datacore.com

Storage Resource Mgmt.
Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.
- Easy to use, centralized management
- Flexibile and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email
- Continuous uptime
- Remote management
- Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting

nStor®

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WEB SITE: www.nstor.com
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Storage Expansion
Virtual Booth 3979 • Virtual Product 1900

SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

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Data Storage Management
Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability.
- Installs easily and quickly with no required production server downtime
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- Provides seamless access to files---user directories remain unchanged
- Dramatically reduces the amount of time needed for backup/recovery

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SCSI Diagnostics
Virtual Booth 3820 • Virtual Product 1614

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The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.

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I/O Acceleration Software
Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions. typically found in server-to-server, database, and cluster.

Precision I/O

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iSCSI Target Software
Virtual Booth 3905 • Virtual Product 1777

WinTarget

WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing network-wide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.

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Application Virtualization
Virtual Booth 4032 • Virtual Product 1972

Softricity® helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid® - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers - preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.

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Enterprise Mgmt. Software
Virtual Booth 3793 • Virtual Product 1559

ECM

Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

- Central database
- Enterprise view
- Auto discovery
- Central WMI data collection w/out recompiling the MOF
- Ability to monitor mission-critical services
- Run remote commands
- Schedule collections by time interval on demand
- Agent is DCOM based, not service based

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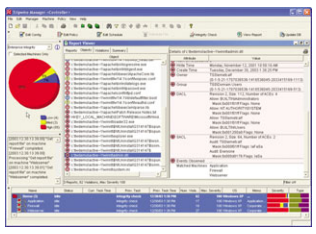
Tripwire For Servers
Virtual Booth 4066 • Virtual Product 2023



Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.

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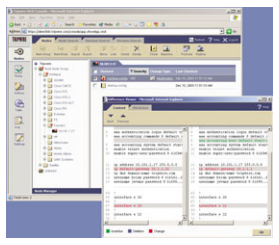
Tripwire for Network Devices
Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.

TRIPWIRE®

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Clustering Solutions
Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.

VERITAS™

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IT Lifecycle Management
Virtual Booth 4149 • Virtual Product 2128

Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com.

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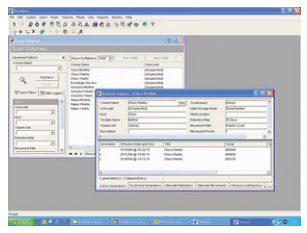
Media Management System
Virtual Booth 3998 • Virtual Product 1943

Vertices® THE MEDIA MANAGEMENT SYSTEM



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Patch Management Service
Virtual Booth 3819 • Virtual Product 1754

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Security Update Manager
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Application Monitoring
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Application Performance
Virtual Booth 3920 • Virtual Product 1793

VERITAS i³™ is an integrated software solution that provides a methodology for rapidly improving application performance. Correlates the application flow across the multi-tiered IT infrastructure by continuously monitoring all technologies that contribute to response time.
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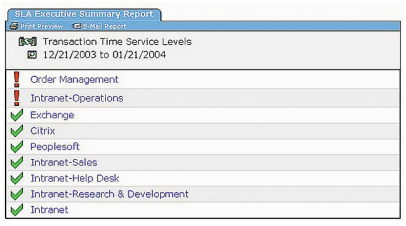
End-To-End Performance
Virtual Booth 4043 • Virtual Product 1985



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Application Monitoring
Virtual Booth 4077 • Virtual Product 2038

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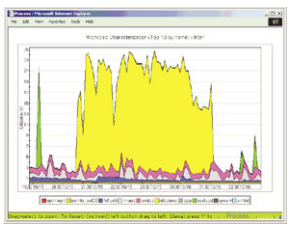
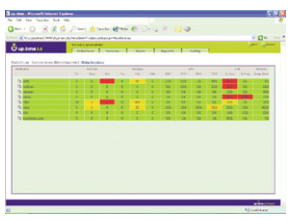
Performance Monitoring
Virtual Booth 3925 • Virtual Product 1806





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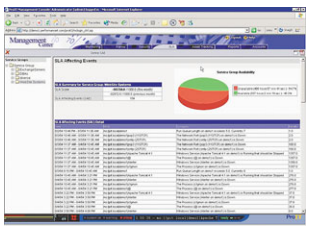
Network & System Mgmt.
Virtual Booth 4010 • Virtual Product 1954



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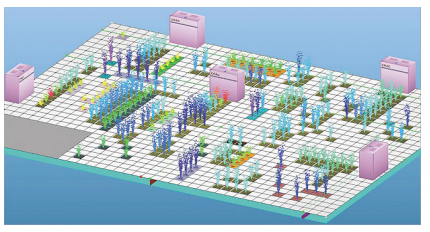
Air Flow Design Software
Virtual Booth 4058 • Virtual Product 2006



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Sun System Support
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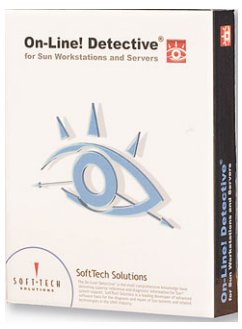

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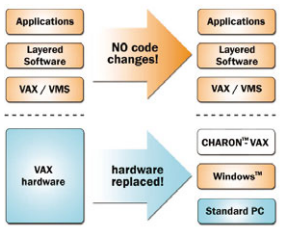
VAX Replacement Systems
Virtual Booth 2776 • Virtual Product 447



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Virtual Booth 3784 • Virtual Product 1548

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PC Remote Control
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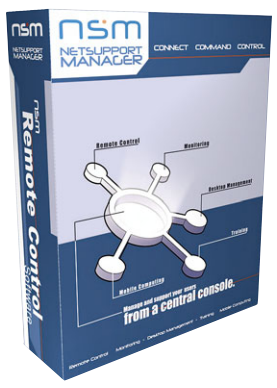

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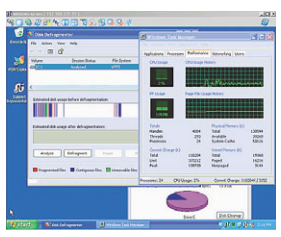
Remote Control Software
Virtual Booth 3878 • Virtual Product 1721



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Data Center Automation
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Terminal Emulation
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Emulation Solutions
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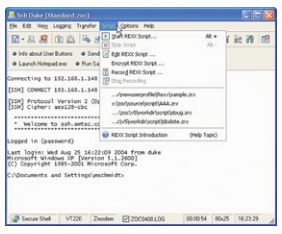
Terminal Emulation
Virtual Booth 4139 • Virtual Product 2112

EmTec Innovative Software



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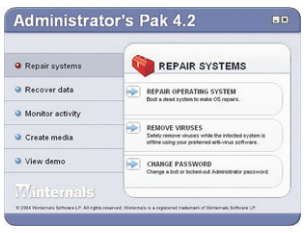
System Admin Tools
Virtual Booth 3863 • Virtual Product 1680



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Desktop Availability Suite
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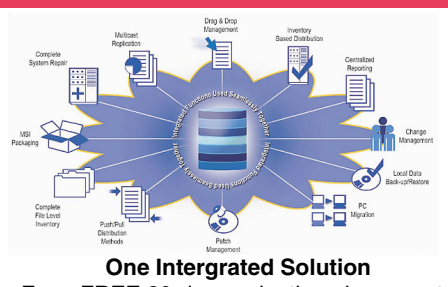

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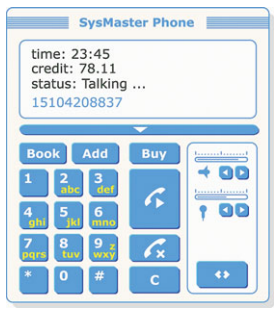
VoIP PDA Softphone
Virtual Booth 3909 • Virtual Product 1780



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- Instant balance reporting
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VoIP Softphone
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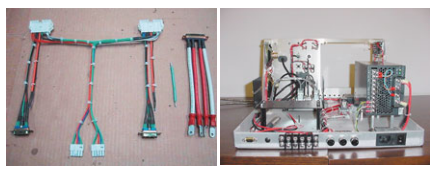

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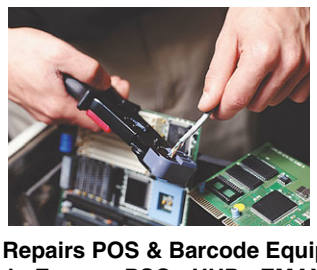

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IT Security Management
Virtual Booth 3870 • Virtual Product 1705

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Managed Security Solutions
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Virtual Booth 3956 • Virtual Product 1867

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Penetration Testing
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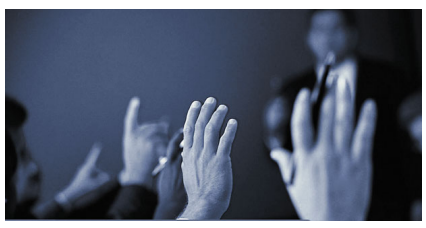

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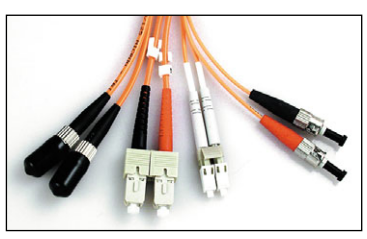

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10/100BaseT Tap
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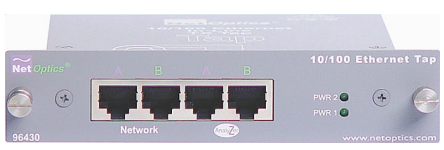

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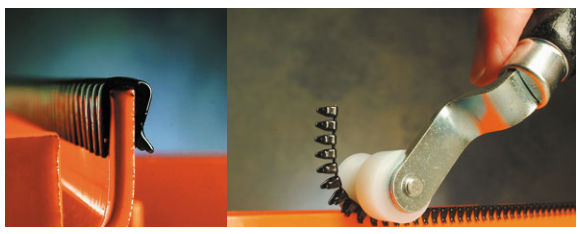
Wire Protection Edging
Virtual Booth 4118 • Virtual Product 2165



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Fiber Management Systems
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Fiber Routing System
Virtual Booth 3928 • Virtual Product 1812

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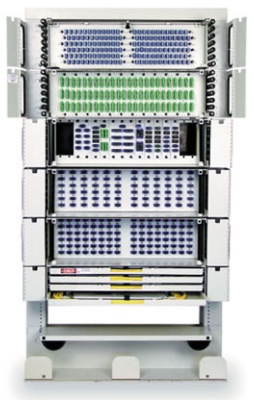
Fiber Distribution Systems
Virtual Booth 4054 • Virtual Product 1999



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Vertical Cable Management
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Horizontal Cable Mgmt.
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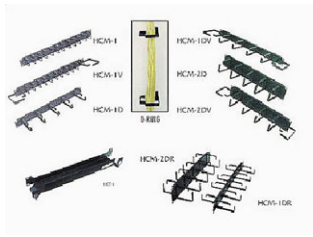

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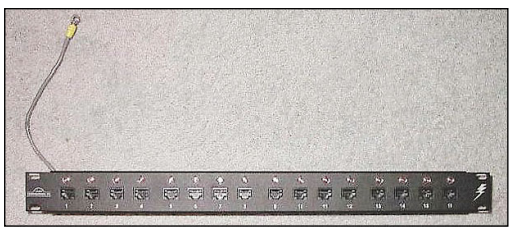
Surge Protected Patch Panel
Virtual Booth 4040 • Virtual Product 1979



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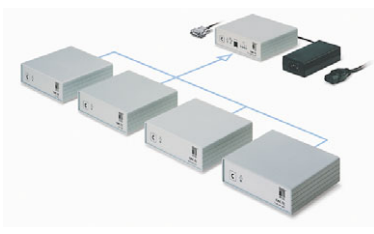
EMAIL: sales@mgeups.com

Rack Monitor System
Virtual Booth 3871 • Virtual Product 1706



Rittal's new computer multicontrol system offers system security & monitoring plus these functions:
- Vandalism/shock/vibration detection
- Remote smoke alarm and temperature sensors
- Climate control/thermal management functionality
- Prevention against unauthorized access via swipe card/keypad authorization, lockout and much more.

RITTAL

One Rittal Place
Springfield, OH 45504
Phone: (800) 477-4000
Fax: (937) 390-5599
WEB SITE: www.rittal-corp.com
EMAIL: rittal@rittal-corp.com

Cabinet Climate Monitor
Virtual Booth 2915 • Virtual Product 1870

$389

Ethernet/Web	**Rack Mounted**
Temperature - Air Flow	*Monitor Multiple Cabinets*
Humidity - Door Position	HTML (no client needed)
Sound - Light Level	SMTP (e-mail alerts)
Power - Web Cam	SNMP (MIB, traps)
16 External Sensors	Graphing - Console

IT Watchdogs

12885 Research Blvd. Austin, TX 78750
Phone: (512) 257-1462
WEB SITE: www.ITWatchDogs.com EMAIL:support@itwatchdogs.com

IT Environment Monitor
Virtual Booth 3669 • Virtual Product 1248

Room *Alert 2* monitors the environment of the data center. Environment sensors built-in and attached to **Room *Alert 2*** will dynamically monitor temperature, humidity, main & UPS power, flood/water, smoke/fire, intruder/entry, panic buttons & more. AVTECH's **PageR *Enterprise*** software is included to allow monitoring network-wide, unlimited alerting & automatic corrective action for a complete IT solution.

AVTECH Software

221 Third Street Tower
Newport, RI 02840
Phone: (888) 220-6700
Fax: (401) 847-6701
WEB SITE: www.avtech.com
EMAIL: sales@avtech.com

Mission Critical Monitoring
Virtual Booth 3896 • Virtual Product 1765

- Avoid downtime caused by physical/environmental factors
- Real time monitoring of critical equipment status
- Full set of pre-integrated sensors and accessories
- Up to 104 inputs or up to 34 relay outputs
- Standalone or integrated with other enterprise systems (SNMP/BACnet/Modbus) and support for 10 IP links
- Redundant alarm notification and remote access/control

Falcon RLE Technologies What's Going On...

208 Commerce Drive
Fort Collins, CO 80524
Phone: (970) 484-6510
Fax: (970) 484-6650
WEB SITE: www.rletech.com
EMAIL: sales@rletech.com

Environmental Sensor Hub
Virtual Booth 3146 • Virtual Product 0582

$295 w/ Temperature
$395 w/ Temp & Humidity

Mention This Ad for 10% Discount!

Network Enabled Environmental Monitor

Features:
- Email Notifications
- Full SNMP Capabilities
- Graphing
- Requires No Software
- Sends SNMP Traps to 4 Destinations
- Full Password Protection
- Fully Compliant with all Operating Systems

We also have larger devices with more sensor capabilities available.

UPTIME DEVICES

3160 Bee Caves Rd.
Austin, TX 78746
Phone: (512) 328-1800
Fax: (512) 328-1844
WEB SITE: www.uptimedevices.com
EMAIL: sales@uptimedevices.com

Water Leak Detection
Virtual Booth 3896 • Virtual Product 1764

- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed
- Monitor up to 5000 feet and pinpoint leak location
- Quick dry, easy to deploy, modular, non-conductive cable
- Programmable alarm threshold and adjustable sensitivity levels
- CE certified, UL listed, and "fire code" friendly (CL2P Plenum rated)

SeaHawk RLE Technologies What's Going On...

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Fort Collins, CO 80524
Phone: (970) 484-6510
Fax: (970) 484-6650
WEB SITE: www.rletech.com
EMAIL: sales@rletech.com

Environmental Monitoring
Virtual Booth 3899 • Virtual Product 1769

Sensaphone IMS-4000
Comprehensive Remote Site Monitoring

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

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901 Tryens Road
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Phone: (610) 558-2700
Fax: (610) 558-0222
WEB SITE: www.sensaphone.com
EMAIL: info@sensaphone.com

IT Temperature Monitor

$249

You Saved Our Data Center!
-Tim, Australia

Sensatronics IP-based environmental monitors and partners of Network Management Software help protect your business assets by providing early alerts of out-of-range environmental conditions. Our devices provide for:

- Temperature Monitoring
- Power Control
- Detecting Water Leaks
- Relative Humidity Monitoring

SensaTronics ENVIRONMENTAL SENSING

20A Dunklee Road, Bow, NH 03304
Toll Free: (800) 633-1033 **Phone: (603) 224-0167**
WEB SITE: www.monitor-temp.com EMAIL: monitor@sensatronics.com

Fire Suppression System

Virtual Booth 4086 • Virtual Product 2049

SAPPHIRE® Fire Suppression System uses a revolutionary clean agent that fights fires without causing damage to electronics and other critical assets. Ideal solution for DP centers, telecommunications, and tape storage facilities. Environment-friendly agent has atmospheric lifetime of only five days versus 33 years for the closest chemical alternative - and ZERO ozone-depletion potential.

ANSUL Innovative Fire Solutions

One Stanton Street
Marinette, WI 54143
Toll Free: (800) 862-6785
Phone: (715) 735-7411
WEB SITE: www.ansul.com
EMAIL: ansul.info@tycoint.com

Fire Protection System

Virtual Booth 4095 • Virtual Product 2058

ECARO 25

Clean Agent Fire Suppression System

ECARO-25™, utilizing HFC-125 (DuPont™ FE-25™) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is safe for people, assets and the environment.

Fike CORPORATION

704 S. 10th Street
Blue Springs, MO 64015
Phone: (816) 229-3405
Fax: (816) 228-9277
WEB SITE: www.fike.com
EMAIL: fpssales@fike.com

Floor Lifter and Bracket

Virtual Booth 3832 • Virtual Product 1627

Every Data Clean **Floor Lifter** features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.
Data Bracket. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.

Data Clean®

1033 Graceland Avenue, Des Plaines, IL 60016
Phone: (800) 328-2256 **Fax: (847) 296-6870**
WEB SITE: www.dataclean.com EMAIL: sales@dataclean.com

Floor Grommet

Virtual Booth 3832 • Virtual Product 1628

The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with koldlok raised floor grommets and keep your critical cold air circulating where it belongs.

Data Clean®

1033 Graceland Avenue, Des Plaines, IL 60016
Phone: (800) 328-2256 **Fax: (847) 296-6870**
WEB SITE: www.dataclean.com EMAIL: sales@dataclean.com

Static Dissipative Mats

Virtual Booth 3992 • Virtual Product 1928

ESD (ElectroStatic Discharge) is one of the most common causes of electronic malfunctions and can cause serious damage to expensive electronic equipment. Protect these investments with ESD mats designed to drain spontaneous static discharge from workers before it disrupts sensitive equipment.

Sealco We Perform for You.

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Richardson, TX 75081
Phone: (972) 234-5567
Fax: (972) 234-5586
WEB SITE: www.sealco.net
EMAIL: sales@sealco.net

Portable Air Conditioner

Virtual Booth 3731 • Virtual Product 1437

- Control server room temp
- Offers flexibility at low cost
- Protects electrical equip.
- Designed for continuous use
- Solutions for all applications
- Up to 2 tons in 115 volts
- 1 to 10 tons of capacity
- Air and water-cooled systems
- Split air-cooled systems
- 32 different models
- Easy installation

Mention This Ad for 10% Off

KwiKool Portable Cooling Systems

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Fax: (713) 660-6601
WEB SITE: www.kwikool.com
EMAIL: sales@kwikool.com

Portable Air Conditioner

Virtual Booth 2180 • Virtual Product 1638

The **PA4000** is a portable and compact air conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The **PA4000** complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses, access providers and small office & home office users.

APC Legendary Reliability®

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West Kingston, RI 02892
Phone: (888) 289-2722 x 3117
Fax: (401) 788-2797
WEB SITE: www.apc.com
EMAIL: esupport@apc.com

Data Center Air Conditioning

Virtual Booth 3952 • Virtual Product 1858

Data Aire provides a full range of computer room air conditioning products including floor, ceiling, and wall mounted units ranging from 1 to 50 tons. A cut away of the Data Aire series unit shown here is the ideal choice for your computer room. This line comes in either DX (6 to 30-ton) or Chilled Water (7 to 50-ton). **Let Data Aire be your choice in process and precision cooling.**

DATA AIRE INC.

230 W. BlueRidge Ave.
Orange, CA 92865
Phone: (800) 347-2473
Fax: (714) 921-6010
WEBSITE: www.dataaire.com
EMAIL: sales@dataaire.com

Cable ID System

Virtual Booth 3946 • Virtual Product 1852

$9.95 / bag

AAA Cable Markers - The Professional Solution

- Organize patch panels & racks quickly
- White "C" clips numbered in black - 0 to 9
- Identify cable ends at a glance
- Connect while network is operational
- Clip on / clip off / rotate for EZ viewing
- Fits category 3,4,5 or 6 standard cables
- Each 400+ count bag can dress 96+ cables

AAA COMMUNICATIONS

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El Dorado Hills, CA 95762
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Fax: (847) 589-4053
WEB SITE:www.aaa-communications.com
EMAIL: sales@aaa-communications.com

Security/Warranty Labels

Virtual Booth 3387 • Virtual Product 872

Before

After

- Tamper Evident Security Labels
- **Fast Delivery Time, Usually 1-2 days**
- Choice of two materials(Destructable Vinyl and White VOID)
- Four stock sizes available. (Two for each material)
- Five colors to choose from
- Free sequential numbering and barcoding
- Other labels available

Imprints Custom Imprinted Products

Phone: (866) 487-9339 Clearwater, Fl
Phone: (727) 535-9492 **Fax: (727)507-8662**
WEB SITE: www.imprints-usa.com EMAIL:imprintsusa@aol.com

Power Tower XL Dual Power

Virtual Booth 931 • Virtual Product 1072

- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing

Server Technology, Inc.

1040 Sandhill Road
Reno, NV 89511
Phone: (775) 284-2000
Fax: (7752842065
WEB SITE: www.servertech.com
EMAIL: sales@servertech.com

Power Tower XL Zero U
Virtual Booth 931 • Virtual Product 1071

- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control

Server Technology, Inc.

1040 Sandhill Road
Reno, NV 89511
Phone: (775) 284-2000
Fax: (775) 284-2065
WEB SITE: www.servertech.com
EMAIL: sales@servertech.com

Sentry Commander PT40
Virtual Booth 931 • Virtual Product 1073

- Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem

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Phone: (775) 284-2000
Fax: (775) 284-2065
WEB SITE: www.servertech.com
EMAIL: sales@servertech.com

INTL Power Controllers
Virtual Booth 3473 • Virtual Product 1349

TPC 2365 Series
- 0U or 1U mounted
- Auto-Voltage operation for 120V - or 240V -, or 20A input - 16A voltage
- (12) IEC60320 outlets
- Over-current protection
- EMI/RFI filtering, surge suppression

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Santa Ana, CA 92704-6839
Phone: (877) PULIZZI (785-4994)
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WEB SITE: www.pulizzi.com/international
EMAIL: sales@pulizzi.com

Prevent Data Loss
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DUALCOM POWER MANAGER

UL Listed

- Monitor current consumption of EACH outlet
- Schedule shutdown periods
- Control & monitor eight 120VC, 20A outlets (16A unit total)
- Communicate in two ways: TCP/IP or RS-232
- SNMP management
- Login/password security

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San Jose, CA 95112
Phone: (888) 311-6277
Fax: (408) 975-0941
WEB SITE: www.cyberswitching.com
EMAIL: info@cyberswitching.com

Zero U PDU w / Monitoring
Virtual Booth 2144 • Virtual Product 780

24 RECEPTACLE REMOTE POWER MONITORING & DISTRIBUTION

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit

BayTech

200 N. 2nd Street
Bay St. Louis, MS 39520
Phone: (800) 523-2702
Fax: (228) 467-4551
WEB SITE: www.baytech.net
EMAIL: sales@baytech.net

Power Control & Monitoring
Virtual Booth 2144 • Virtual Product 778

8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles

BayTech

200 N. 2nd Street
Bay St. Louis, MS 39520
Phone: (800) 523-2702
Fax: (228) 467-4551
WEB SITE: www.baytech.net
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Isobar® Surge Suppressor
Virtual Booth 3710 • Virtual Product 1331

Model: ISOBAR12ULTRA

Premium protection against surges, spikes and line noise
- 12 outlets
- All-metal housing
- 1280 joule rating
- Isolated filter banks remove EMI/RFI line interference
- Diagnostic LEDs
- $25,000 Ultimate Lifetime Insurance

TRIPP·LITE POWER PROTECTION

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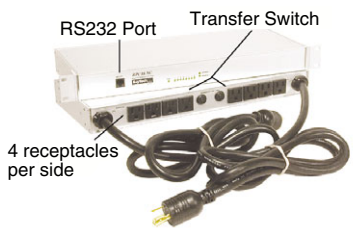
Phone: (773) 869-1234
Fax: (773) 869-1329
WEB SITE:www.tripplite.com/promo/proc
EMAIL:info@tripplite.com

Trans Switch w/Pwr Control
Virtual Booth 2144 • Virtual Product 779



8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles

BayTech

200 N. 2nd Street
Bay St. Louis, MS 39520
Phone: (800) 523-2702
Fax: (228) 467-4551
WEB SITE: www.baytech.net
EMAIL: sales@baytech.net

Fail-Safe Transfer Switch
Virtual Booth 931 • Virtual Product 1074

- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use

Server Technology, Inc.

1040 Sandhill Road
Reno, NV 89511
Phone: (775) 284-2000
Fax: (775) 284-2065
WEB SITE: www.servertech.com
EMAIL: sales@servertech.com

Line-Interactive UPS
Virtual Booth 3634 • Virtual Product 1180

- PRO-E Series: 500, 700, 1100 & 1500 VA models
- Built-in double-boost and single-buck AVR (Automatic Voltage Regulator) function for AC sags and AC surges
- Independent Battery Bypass™ allows AC operation when batteries are weak or dead
- Includes MINUTEMAN SentryII™ software
- 3-year warranty including batteries

MINUTEMAN® UPS

1455 LeMay Drive
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Phone: (800) 238-7272
Fax: (972) 446-9011
WEB SITE: www.minutemanups.com/prc
EMAIL: sales@minutemanups.com

Double Line-Interactive UPS
Virtual Booth 3634 • Virtual Product 1182

Enterprise Series UPS
- 500, 750, 1100, 1500, 2300 and 3200 VA Models
- True sinewave / Double-line-interactive (AVR)
- Universal design for rack mount, wallmount or tower
- Scalable, unlimited runtime with external battery packs
- SNMP-capable for easy, Web-based remote power mgt.
- 3-year warranty including batteries

MINUTEMAN® UPS

1455 LeMay Drive
Carrollton, TX 75007
Phone: (800) 238-7272
Fax: (972) 446-9011
WEB SITE: www.minutemanups.com/prc
EMAIL: sales@minutemanups.com

Line-Interactive UPS
Virtual Booth 2784 • Virtual Product 1214

Full Protection for Internet computers & advanced servers
- Fully digitized microprocessor-UPS is controlled by a CPU
- Automatic Voltage Regulator (AVR)
- Smart RS-232 communication port
- Hot-swappable battery by users
- Schedule shutdown & reboot
- Available VA Capacity: 1K/1.5K/2.2K/3K VA

DCM POWERCOM
Complete Power Solution

623 S. State College Blvd
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Phone: (714) 525-8889
Fax: (714) 525-8881
WEB SITE: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

3U Rack/Tower UPS System
Virtual Booth 3710 • Virtual Product 1329

Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems
- 5000VA power capacity
- Pure sine wave output in battery backup mode
- 14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)

TRIPP·LITE POWER PROTECTION

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Chicago, IL 60609
Phone: (773) 869-1234
Fax: (773) 869-1329
WEB SITE:www.tripplite.com/promo/proc
EMAIL:info@tripplite.com

Online True Sinewave UPS
Virtual Booth 3634 • Virtual Product 1190

MCP-E Series UPS
- Rack or tower: 700, 1000, 2000, and 3000 VA models; Tower only: 5000 and 7000 VA models
- Advanced Digital Signal Processor (DSP)
- Online design with true sinewave output
- Extended runtime with external battery packs
- 3-year warranty including batteries

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Carrollton, TX 75007
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Fax: (972) 446-9011
WEB SITE: www.minutemanups.com/prc
EMAIL: sales@minutemanups.com

LCD Online UPS
Virtual Booth 2784 • Virtual Product 1215

Multifunction double conversion LCD Online UPS - VGD1500
- Pure sinewave output with less than 3% THD
- Multiple language LCD display
- Load segmentation receptacles controllable
- Support USB communicator
- Wide input voltage range
- Available VA Capacity:1K/1.5K/2K/3K VA

POWERCOM
Complete Power Solution

623 S. State College Blvd
Fullerton, CA 92831
Phone: (714) 525-8889
Fax: (714) 525-8881
WEB SITE: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

Online UPS 700VA - 3200VA
Virtual Booth 3804 • Virtua Product 1582

- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for high-density apps
- Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times

MGE UPS SYSTEMS

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Fax: (714) 434-0865
WEB SITE: www.mgeups.com/us
EMAIL: sales@mgeups.com

Enterprise 3-Phase UPS
Virtual Booth 3804 • Virtual Product 1581

- 555kVA to 800kVA - Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- Generator friendly - eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients
- Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

MGE UPS SYSTEMS

1660 Scenic Avenue
Costa Mesa, CA 92626
Phone: (800) 523-0142 x3500
Fax: (714) 434-0865
WEB SITE: www.mgeups.com/us
EMAIL: sales@mgeups.com

Offline UPS
Virtual Booth 2784 • Virtual Product 1216

Protect your PC, external storage drives & monitor with battery backup. Keep modems, printers & phone systems safe.
- Fully digitized microprocessor-UPS is controlled by a CPU
- Extra outlets & LED display
- Short circuit, overload, lightning & surge protection
- Advanced battery management (ABM)
- Battery Run Time: 17 - 33 minutes. Model KOF-750S

POWERCOM
Complete Power Solution

623 S. State College Blvd
Fullerton, CA 92831
Phone: (714) 525-8889
Fax: (714) 525-8881
WEB SITE: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

Standby UPS
Virtual Booth 3923 • Virtual Product 1802

Available Models
POF-400US, POF-600US

For Workstation, Peripherals, POS, Alarm & Phone Systems
- Microprocessor conrolled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
- Surge protection for phone/ modem/ fax modular combo
- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection

TriPro UPS Systems

1043 Segovia Circle
Placentia, CA 92870
Phone: (714) 630-0228
Fax: (714) 630-0273
WEB SITE: www.TriProUSA.com
EMAIL: Info@TriProPower.com

Battery Monitoring System
Virtual Booth 3981 • Virtual Product 1905

BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.

BTECH®

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Morris Plains, NJ 07950
Phone: (973) 683-9950
Fax: (973) 683-9951
WEB SITE: www.btechinc.com
EMAIL: sales@btechinc.com

Server Cabinet
Virtual Booth 353 • Virtual Product 196

- Support Complete Solution
- 11U - 42U H, 23" - 40" D
- Ships within 2 Days
- Black or White
- All models come with:
  - Tempered plexiglass front door
  - Solid metal side and rear doors
  - 3 fans
  - Castors
  - Leveling feet
  - 50 screws

Huntec

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Fax: (909) 465-1457
WEB SITE: www.huntec.com
EMAIL: sales@huntec.com

Network/Server Racks
Virtual Booth 3488 • Virtual Product 1040

43RUx30" Deep
$264.85

79,507 Sizes in Stock
A New "Patent Pending" Rack Design
Assemble Any Size Rack Using 3 STOCK parts
Choose any width, depth & height of dual-tapped E.I.A. rack rail from 1 of 43 sizes in 1-3/4" rack unit increments. Ships in 3 small cartons. Build all kinds of neat stuff!
43 RU x 30" Server Rack

Casters, Drawers, Shelves
Keyboard / Mouse Table
optional

STAR CASE

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Fax: (219) 922-4442
WEB SITE: www.starcase.com/rack.htm
EMAIL: info@starcase.com

Rugged Server Cabinet
Virtual Booth 3821 • Virtual Product 1616

Big, Rugged cabinets for today's larger servers

- **Elite II** Server Cabinet
- 42" Deep (84"H x 24"W)
- 1800 lbs. Weight capacity
- Includes built-in cable management
- Retractable anti-tip legs provide stability
- Includes three pairs of adjustable M6 rails
- FREE 24/7 hotline technical support

BLACK BOX NETWORK SERVICES

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Lawrence, PA 15055-1018
Phone: (724) 746-5500
Fax: (800) 321-0746
WEB SITE: www.blackbox.com
EMAIL: info@blackbox.com

LCD Arms
Virtual Booth 2972 • Virtual Product 1343

- Multi-directional adjustments for optimal viewing
- Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value

Connect-Tek

3924 24th Street
LIC, NY 11101
Phone: (718) 729-3700
Fax: (718) 729-3972
WEB SITE: www.connect-tek.com
EMAIL: sales@connect-tek.com

"InfraStruXure™ is perfect protection for our high power density blade servers."

Cliff Rittel, Director of IT - **ADCS, Inc.**

With its modular, scalable and open building blocks, it's no wonder InfraStruXure's rack-based architecture is winning over editors and end-users alike – especially as blade servers and server consolidation cause power densities to skyrocket.

If you're not already dealing with such high power densities, the chances are you will be soon. An on-demand architecture for NCPI*, InfraStruXure™ includes power, cooling, racks and physical structure, security and fire protection, cabling, and the management and servicing of these elements. It is specifically designed to meet ever-changing IT requirements through scalable, modular and standardized components.

For high density applications, the InfraStruXure High Density Configuration is a patent-pending hot aisle containment system that cools up to 20kW in a single enclosure.

Flexible enough to be moved or changed without system reconfiguration, the InfraStruXure High Density Configuration can also be scaled to meet changing needs and future expansion. This makes it a perfect solution for converted spaces, as well as high-density areas.

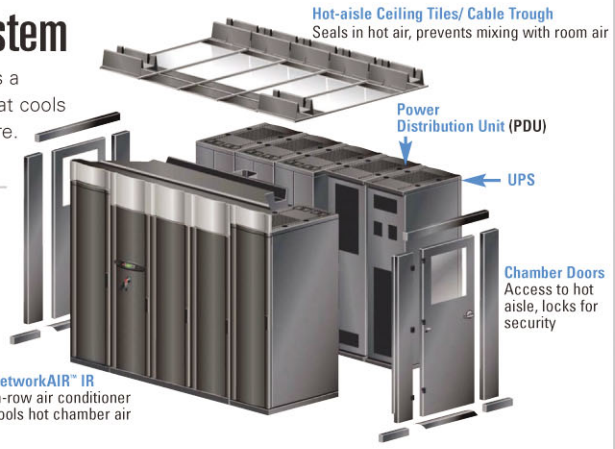
InfraStruXure™

POWER RACK COOLING

On-demand architecture for network-critical physical infrastructure

Introducing InfraStruXure™ Hot-aisle Containment System

The InfraStruXure™ High Density Configuration is a patent-pending hot-aisle containment system that cools up to 20kW of blade servers in a single enclosure.



The InfraStruXure Hot-aisle Containment System is ideal for:

- **Existing Data Centers with Limited Capacities**
- **Server Consolidation Projects**
- **Rack Storage Systems**
- **Disaster Recovery Sites**
- **Blade Server Rollouts**
- **Converted Spaces**

See it LIVE and hear from your peers why InfraStruXure™ will work for you!

Register today for a presentation and tour of a working data center using InfraStruXure*

Free dinner to follow presentation.

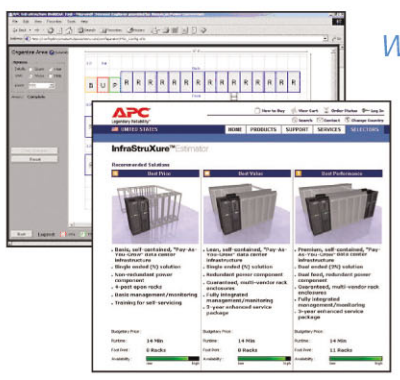
Visit *http://promo.apc.com* and enter key code u463y

Call 800-788-2208 x3050

*Attendance strictly limited to IT professionals via pre-registration only.

"More computing power, but with more heat... presents a serious problem for companies unprepared to meet the cooling demands of a data center... APC plays the hero with a three-component environmental system."

Oliver Rist, Senior Contributing Editor; Brian Chee, Industry Expert
***InfoWorld**, 3/12/2004*

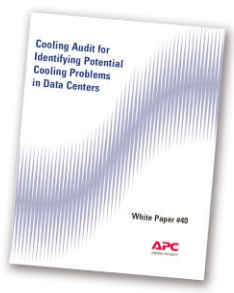


The InfraStruXure™ Build-Out Tool lets you design and specify InfraStruXure solutions using a Web-based configurator.

VB2180 Processor.com

Receive your FREE APC White Paper:

"Cooling Audit for Identifying Potential Cooling Problems in Data Centers"



Visit http://promo.apc.com
Enter Key Code u463y
Call 888-289-APCC x3252
Fax 401-788-2797

To learn more about InfraStruXure, call 1-888-ISX-2990 today or visit us at *www.apc.com*.

APC® Legendary Reliability®

* Network-critical Physical Infrastructure (NCPI) is the foundation upon which IT and telecommunication networks reside.

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Fireproof Modular Vaults
Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.
Typical uses for the **Media Rated Vault** include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.
Typical uses for the **Magnetic Media** and **Computer Room Vault** include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. **Firelock can design any failsafe vault to meet your needs.**

FIRELOCK Fireproof Modular Vaults

7 Tedway Avenue
Phone: (610) 756-4440
WEB SITE: www.firelock.com

Kutztown, PA 19530
Fax: (610) 756-4134
EMAIL: sales@firelock.com

Laptop Security
Virtual Booth 3854 • Virtual Product 1653

- The **Benji** can be bolted down to a desk, podium or cart or affixed with a cable.
- When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.

COMPUCAGE
A HIGHER LEVEL OF SECURITY

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EMAIL: sales@compucage.com

Server/Tower Protection
Virtual Booth 3568 • Virtual Product 1096

- **Industrial Computer Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- Protect from water, theft, dirt, I/O damage, software tampering

Byte Box™

2823 S. Broadway
Englewood, Co 80110
Phone: (888) 298-3269
Fax: (303) 980-5740
WEB SITE: www.bytebox.com
EMAIL:bytebox@bytebox.com

Scalable Managed Rack
Virtual Booth 3943 • Virtual Product 1836

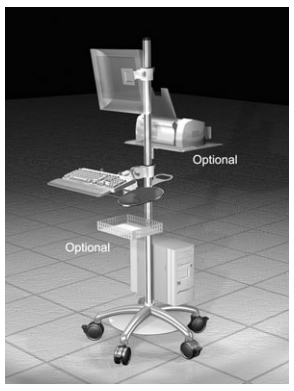
- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of 1 to 42 ports per rack
- Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity

SYNAPTIX
CONTROL EVERYTHING WITHIN U

6801 South 180th
Phone: (800) 227-5953
WEB SITE: www.synaptixrack.com

Tukwila, WA 98188
Fax: (425) 251-8826
http://www.synaptixrack.com/contact.html

Mobile Workstation Cart 69”H
Virtual Booth 4106 • Virtual Product 2076



- Uniquely designed for 4-sided mounting on Post
- Flat Panel LCD-KB/Mouse tray easily adjustable
- LCD Mount - Tilts & Swivels in all directions
- CPU Holder - adjustable from 4-8”
- Cart Handle for hassle free navigation in crowded area
- Heavy Duty Circular Base Stablilizer
- Cart Base with 4” Casters - 3 Lockable and 2 Non-Lockable

hergo® TECHNICAL WORKSPACE SOLUTIONS

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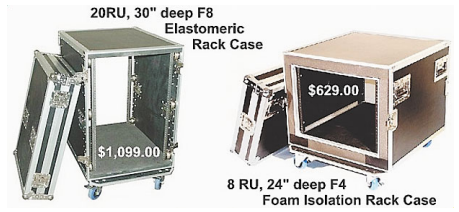
Phone: (888) 222-7270
Fax: (888) 410-0671
WEB SITE: www.hergo.com

Rackmount Shipping Cases
Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom sizes
- Front and Rear Tapped Rack Rails
- Swivel & Locking Casters

For other sizes, configurations and options-contact us

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Munster, IN 46321
Phone: (800) 822-7827
Fax: (219) 922-4442
WEB SITE: www.starcase.com
EMAIL: info@starcase.com

Media Storage / Transport
Virtual Booth 4111 • Virtual Product 2082

- Molded with exclusive Perm-A-Store H.D.P.E. to assist in the dissipation of g-force impact without foam
- Water Resistant
- Molded dividers cradle each cartridge
- Double walls help reduce thermal shock
- Exclusive impact resistant contours
- Lockable

TURTLE® www.turtlecase.com by Perm-A-Store

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Toll Free: (800) 366-7535
WEB SITE: www.turtlecase.com

Golden Valley, MN 55427
Phone: (763) 230-3911
EMAIL: info@turtlecase.com

Thermal Mgmt. Solution
Virtual Booth 4029 • Virtual Product 1968

Max-IT™, a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT’s “sidecar” moves cable & power “outside the box” to give you a more flexible solution for your data center.

AFCO SYSTEMS

200 Finn Court
Farmingdale, NY 11735
Phone: (631) 249-9441
Fax: (631) 249-9450
WEB SITE: www.afcosystems.com

16 Port Console Server
Virtual Booth 3608 • Virtual Product 1152

$995
SCS160

8 port - 48 port models available
- Full Distribution Linux (not embedded)
- Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
- Field Updates via RPM
- Sun “Solaris Ready”
- **Dual Power, Dual NIC models available**

LOGICAL SOLUTIONS

100 Washington Street
Milford, CT 06460
Phone: (800) 291-3211
Fax: (203) 783-9949
WEB SITE: www.thinklogical.com
EMAIL: sales@thinklogical.com

Mission-Critical Server
Virtual Booth 3608 • Virtual Product 1156

32 Port Sentinel32 / Secure Console Server
- Dual “hot-swappable” Power Supplies
- “Hot-swappable” Interfaces
- Full Distribution Linux (not embedded)
- OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- Sun “Solaris Ready”
- **Available with 100BaseFX Network Connectivity**

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Milford, CT 06460
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Fax: (203) 783-9949
WEB SITE: www.thinklogical.com
EMAIL: sales@thinklogical.com

Secure Console Access
Virtual Booth 1829 • Virtual Product 1895

The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include:
SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.

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Sunrise, FL 33351
Phone: (800) 275-3500, ext. 247
Fax: (954) 746-9101
WEB SITE: www.equinox.com
EMAIL: sales@equinox.com

Fiber Switch
Virtual Booth 4117 • Virtual Product 2090

Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it’s backed by a 15-year warranty. Made in the USA.

EtherCom®

1409 Fulton Place
Fremont, CA 94539
Phone: (510) 440-0242
Fax: (510) 659-8296
WEB SITE: www.ethercom.com
EMAIL: marketing@ethercom.com

Internet Caching Appliance
Virtual Booth 4145 • Virtual Product 2121

Avantis ContentCache™

ContentCache is a plug-and-play Internet caching appliance that is very easy to install and use.

This high performance proxy server is powered by Microsoft Internet Security and Acceleration (ISA) Server. It is a smart Web caching appliance that is installed on a network to speed up access to Web content.

KINTRONICS Information Technology

500 Executive Blvd.
Ossining, NY 10562
Phone: (800) 431-1658
Fax: (914) 944-0717
WEB SITE: www.kintronics.com
EMAIL: infohome@kintronics.com

Web Caching Appliance
Virtual Booth 4159 • Virtual Product 2142

The **Tsunami** Web Caching Appliance offers security, reliability, and flexibility by leveraging the power of Open Source Software. Combining a tightly integrated hardware platform with an easy-to-use GUI and proven software components, the Tsunami is an affordable and powerful caching solution for ISPs, small business, enterprise and education environments.

swelltechnology

417 Honeysuckle Drive
Toll Free: (866) 404-9205
WEB SITE: www.swelltech.com

Cedar Park, TX 78613
Phone: (512) 506-9394
EMAIL: info@swelltech.com

Remote Data Acceleration
Virtual Booth 3691 • Virtual Product 1271

Global File Sharing

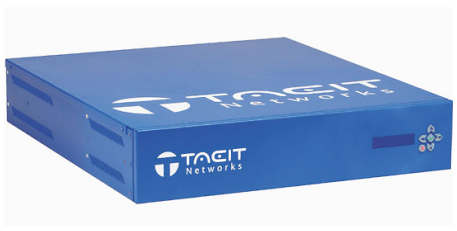
BlueArc's RDA cache servers allow remote offices to share data across the enterprise without any latency penalty, through asynchronous updating, rapid data streaming and storage caching over IP. Users at remote sites can access information stored at the data center at rates expected from a local file or database server.

BLUE ARC®

225 Baypointe Parkway
Phone: (408) 576-6600
WEB SITE: www.bluearc.com

San Jose, CA 95134
Fax: (408) 576-6601
EMAIL: sales@bluearc.com

WAN File Services Appliance
Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:

- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.

TACIT Networks

4081G Hadley Road
South Plainfield, NJ 07080
Phone: (908) 757-9950
Fax: (908) 845-0370
WEB SITE: www.tacitnetworks.com
EMAIL: info@tacitnetworks.com

WAP Gateway
Virtual Booth 4088 • Virtual Product 2051

The **WAP Gateway** acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).
An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.

Atinav

100 Franklin Square Dr., Suite 401
Somerset, NJ 08873
Phone: (732) 412-3000
Fax: (732) 412-2145
WEB SITE: www.atinav.com
EMAIL: info@atinav.com

Performance Mgmt
Virtual Booth 4172 • Virtual Product 2178

The VIEO appliance manages performance of Microsoft Web and Citrix application infrastructures, unifying visibility and control in a single intuitive interface. In Web environments it measures application service levels in real time, diagnoses problems, and automates changes required for business certainty. For Citrix environments, it enables proactive problem diagnosis before users call the help desk and automatically provisions servers to meet business demands.

VIEO®

12401 Research Blvd, Bldg. 1
Austin, TX 78759
Phone: (866) 999-VIEO (8436)
Fax: (512) 257-3101
WEB SITE: www.vieo.com
EMAIL: sales@vieo.com

DNS-To-IP Gateway
Virtual Booth 3892 • Virtual Product 1758

The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & *inbound loadbalancing* and failover for servers located behind the gateway

2 x 10/100 WAN Ports • 4-Port 10/100 Switch
5 yr. warranty • FREE Tech Support
FREE Firmware upgrades

Xincom

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Hubbard, OR 97032
Phone: (888) 494-6266
Fax: (503) 982-1338
WEB SITE: www.xincom.com
EMAIL: sales@xincom.com

Link Control and Protection
Virtual Booth 3874 • Virtual Product 1711

LinkProof

Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.

radware

575 Corporate Drive, Suite 205
Mahwah, NJ 07430
Phone: (201) 512-9771
Fax: (201) 512-9708
WEB SITE: www.radware.com
EMAIL: info@radware.com

Intelligent Traffic Manager
Virtual Booth 3847 • Virtual Product 1640

Internet Service Management Device

ISMD is a comprehensive network traffic management system that features multi-homing load balancing, Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.

RNI Rether Networks Inc.

90 Mark Tree Road
Centereach, NY 11720
Phone: (631) 467-4381
Fax: (631) 467-4597
WEB SITE: www.rether.com
EMAIL: rni@rether.com

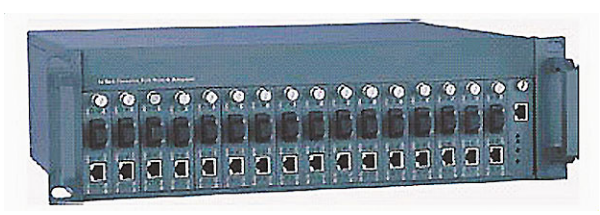
Traffic Monitoring Solution
Virtual Booth 4002 • Virtual Product 1948

Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LAN- and WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps.

Allot® Communications
The Traffic Management Company™

7664 Golden Triangle Dr.
Eden Prarie, MN 55344
Phone: (877) ALLOT-CO
Fax: (952) 944-3555
WEB SITE: www.allot.com
EMAIL: info@allot.com

Managed Media Converter
Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet
- Optical type/range: Multimode (850 nm)-2Km, 5Km. Single Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling
- User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back

VERSA Technology, Inc.

4711 Chino Avenue
Chino, CA 91710
Phone: (909) 591-8891
Fax: (909) 591-6962
WEB SITE: www.versatek.com
EMAIL: sales@versatek.com

Serial Device Server
Virtual Booth 3795 • Virtual Product 1562

World's Leading LCM Display Serial Device Servers

The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.

- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet

MOXA

3001 Enterprise Street, #210
Phone: (714) 528-6777
WEB SITE: www.MoxaUSA.com

Brea, CA 92821
Fax: (714) 528-6778
EMAIL: info@MoxaUSA.com

Wireless Device Server
Virtual Booth 2887 • Virtual Product 1865

WiBox
- Wirelessly connects remote devices to the network
- Allows network mobility for untethered communication
- Industry standard 802.11b wireless interface
- Transparent communications- no need to develop special software
- 2 DB9 DTE serial ports supporting RS-232, RS-422, RS-485 communication
- Compact size enables it to fit almost anywhere

LANTRONIX®

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Irvine, CA 92618
Phone: (800) 422-7055
Fax: (949) 453-3995
WEB SITE: www.lantronix.com
EMAIL: sales@lantronix.com

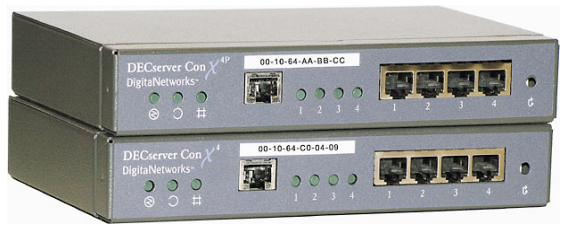
Bluetooth® Serial Adapter
Virtual Booth 4003 • Virtual Product 1949

Wavespeed™/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.

Digi Connectware™

11001 Bren Road East
Minnetonka, MN 55343
Phone: (952) 912-3444
Fax: (952) 912-4952
WEB SITE: www.digi.com
EMAIL: info@digi.com

Serial Device Access Server
Virtual Booth 4152 • Virtual Product 2127



- 10/100Mbps LAN connectivity
- Power Options: AC or 802.3af Power over Ethernet (PoE Injector included)
- Connect to RS232, RS424, and RS423 serial devices via TCP/IP and LAT
- Wide array of authentication features, multiple telnet sessions, and multi-protocol support

DigitalNetworks

20 North Wentworth Avenue
Londonderry, NH 03053
Phone: (877) 341-9594
Fax: (603) 216-0778
WEB SITE: www.digitalnetworks.net
EMAIL: sales@digitalnetworks.net

MDU Access Concentrator
Virtual Booth 3936 • Virtual Product 1824

- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- Optional redundant power supply

VERSA Technology, Inc.

4711 Chino Avenue
Chino, CA 91710
Phone: (909) 591-8891
Fax: (909) 591-6962
WEB SITE: www.versatek.com
EMAIL: sales@versatek.com

VDSL Secure Routing Switch
Virtual Booth 4163 • Virtual Product 2148

- LRE Technology enables 10Mbps data transfer over 1.2km
- VLAN and Flow Control
- Established network utilizing existing phone lines (RJ-11)
- Ability to configure the Switch remotely through Telnet
- Simple Network Management Protocol (SnMP) feature
- Rack Mountable
- VDSL 12-Port Switch: $1020; CPE site Modems: $70

GigaFast

17531 Railroad Street, Suite C
Rowland Heights, CA 91748
Phone: (626) 964-2960, Ext. 226
Fax: (626) 964-2690
WEB SITE: www.gigafast.com
EMAIL: jacob.holker@gigafast.com

DMZ Management
Virtual Booth 3969 • Virtual Product 1885

WAN Software Monitor for NetView/OpenView

ePROBE is Tavve's secure WAN monitor, a cost-effective solution for solving DMZ and distributed network management troubles.

ePROBE is a combined hardware and software solution for distributing network monitoring capabilities to remote networks, such as DMZs (firewall protected network).

ePROBE is an intelligent network appliance that provides root cause analysis, performance reporting, mapping, and trap forwarding on all monitored devices.

Don't overspend on multiple resources, when ePROBE gives you a total WAN monitoring solution in one easy-to-add package.

tavve

One Copley Parkway, Suite 480
Morrisville, NC 27560
Phone: (888) 950-2131
Fax: (919) 380-7147
WEB SITE: www.tavve.com
EMAIL: sales@tavve.com

Network Management
Virtual Booth 4067 • Virtual Product 2025

AIremote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

APPLIED INNOVATION INC.

5800 Innovation Drive
Dublin, OH 43016
Phone: (800) 798-8896
Fax: (614) 798-1770
WEB SITE: www.appliedinnovation.com
EMAIL: sales@aiinet.com

Enterprise Switches
Virtual Booth 3749 • Virtual Product 1486

- Predictable performance through patented three CPU design delivers best-in-class resiliency and security
- Deliver non-blocking, line-rate forwarding with access control lists (ACLs) & QoS across all line cards
- Three flexible chassis-based systems to match your capacity and cost needs

FORCE10™

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Milpitas, CA 95035
Phone: (866) 600-5100
Fax: (408) 571-3550
WEB SITE: www.force10networks.com

Wire-Speed Access Router
Virtual Booth 3635 • Virtual Product 1184

Solutions for your "greater than T1" bandwidth problem
- Best-in-class wire-speed routing performance
- Complements and improves performance for networks with existing routers
- MLR products support 2 to 16 T1 / E1s
- HSR products support 1 to 2 T3s
- Standards-based solution for multilink Frame Relay/PPP

VERILINK®

127 Jetplex Cir.
Madison, AL 35758
Phone: (800) 837-4546
Fax: (256) 772-3388
WEB SITE: www.verilink.com
EMAIL: sales@verilink.com

FatPipe Multi Path VPN
Virtual Booth 3563 • Virtual Product 1921

FATPipe

Router Clustering Device for VPN Infrastructures
- Increases security of IP data stream transmission up to nine times with Fat Pipe's MPSec™
- Provides the highest level of redundancy & reliability of VPN infrastructures
- Aggregates any combination of T3, E3, T1, E1, DSL, ISDN and/or wireless connections, with speeds up to 135Mbps

INTER CONNECT INC.

803 Hawthorne Street, #100
Plainfield, IL 60544
Phone: (877) 243-7859
Fax: (815) 436-0241
WEB SITE: www.inter-connect-inc.com
EMAIL: sales@inter-connect-inc.com

Secure Remote Access
Virtual Booth 3723 • Virtual Product 1446

The **Secure Remote Access Appliance** is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Server™).

networkengines™

25 Dan Road
Canton, MA 02021-2817
Phone: (877) 638-9323
Fax: (781) 770-2817
WEB SITE: www.networkengines.com
EMAIL: sales@networkengines.com

Network Identity Appliance
Virtual Booth 3775 • Virtual Product 1539

Identity™ - Take Control of Your Network
- Control where users, wired or wireless, can go on your network
- Identity management at the network layer
- Compliance: Sarbanes-Oxley, CA 1386, GLB, HIPAA
- Stop hackers BEFORE they connect to your critical customer or financial data

TRUSTED NETWORK TECHNOLOGIES

3600 Mansell Road, Suite 200
Alpharetta, GA 30022
Phone: (678) 990-5430
Fax: (678) 990-5339
WEB SITE: www.trustednetworktech.com
EMAIL: info@trustednetworktech.com

Identity-Driven Access
Virtual Booth 3813 • Virtual Product 1603

Caymas Systems enables organizations to control access, and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.

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Petaluma, CA 94954
Phone: (707) 283-5000
Fax: (707) 283-5001
WEB SITE: www.caymas.com
EMAIL: sales@caymas.com

Password Repository
Virtual Booth 3659 • Virtual Product 1221

The **Password Auto Repository™**, with auto password generation and change capabilities, is the answer to securing your administrative passwords, saving time and money. This security operations tool gives administrators the ability to control, administer, and change passwords securely and efficiently, while logging a fully auditable trail. **For a Free Demo CD, please email us.**

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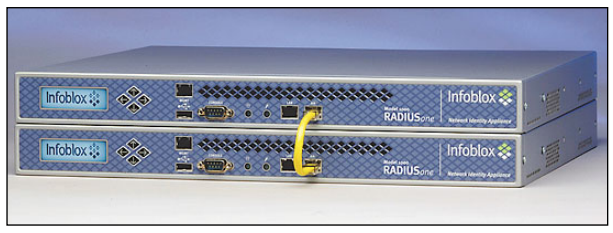
Phone: (302) 791-9370
Fax: (302) 793-4985
WEB SITE: www.e-dmzsecurity.com
EMAIL: par-info@e-dmzsecurity.com

RADIUS Network Appliance
Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security

Infoblox

1313 Geneva Drive
Sunnyvale, CA 94089
Phone: (408) 716-4300
Fax: (408) 716-4400
WEB SITE: www.infoblox.com
EMAIL: info@inforblox.com

HID Secure Access System
Virtual Booth 3796 • Virtual Product 1568

The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.

AccessDenied SYSTEMS

11880 Dorsett
Maryland Heights, MO 63043-2516
Phone: (314) 344-9997
Fax: (314) 344-8560
WEB SITE:www.accessdeniedsystems.com
EMAIL: sigf@accessdeniedsystems.com

Bio Proximity Security
Virtual Booth 3796 • Virtual Product 1567

The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.

AccessDenied SYSTEMS

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Maryland Heights, MO 63043-2516
Phone: (314) 344-9997
Fax: (314) 344-8560
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Transaction Monitoring
Virtual Booth 3781 • Virtual Product 1544

Detect Fraud, Misuse and Errors

Oversight Technologies™ provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.

- Extend IT security to business transaction
- Monitor controls for Sarbanes-Oxley compliance
- Deliver a real security ROI

Oversight TECHNOLOGIES

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Fax: (404) 385-6092
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EMAIL: info@oversighttech.com

Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security Activation solutions optimize best-of-breed security tools including firewalls, IDSes, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.

FireProof activates firewalls, VPNs and IDSes for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

DefensePro secures all networked applications against viruses, malicious intrusions and Denial of Service at 3Gbps

Content Inspection Director (CID) provides fault tolerant, high throughput and scalable antivirus scanning, URL filtering and anti-spamming for complete content security

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Contact Radware to enable end-to-end application availability, performance and security.

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SYBASE®

One of the largest independent software vendors in the world. We deliver end-to-end solutions for the Unwired Enterprise, featuring the following:

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Adaptive Server Enterprise 12.5.2 (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. The ASE 12 5.2 is continuing the legacy of business-critical performance, cost-effective computing. It is faster, more efficient, and easier to deploy and maintain.

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ 12.5 is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance, and storage efficiency, as well as the lowest total cost of ownership. Sybase IQ is the only business intelligence solution available on the market today that offers column-based data warehousing.

IANYWHERE SQL Anywhere Studio is a comprehensive package that provides data management and enterprise data synchronization, enabling the rapid development and deployment of database-powered applications. SQL Anywhere Studio extends information in corporate applications and enterprise system to anywhere business takes place. With more than 8 million deployed seats, SQL Anywhere Studio powers embedded database applications in desktop, server, mobile and remote office environments.

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities.

Manage Anywhere Studio™ A complete all-in-one solution that provides central control of software distribution and updates, system configuration, and device inventory for desktops, laptops, servers and handhelds. It reduces costs due to software distribution, help desk support, inventory maintenance as well as lost productivity.

Pylon™ A set of flexible, feature rich, secure solutions that extend a company's existing Lotus Notes and Microsoft Exchange infrastructure to handheld devices. Pylon products enable organizations to mobilize corporate email, calendar, contacts, task lists, expenses and custom Notes applications, easily - with no programming required.

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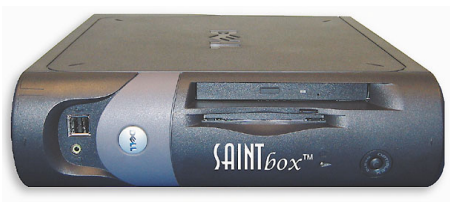
Network Scanning Appliance
Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.

SAINT®

4720 Montgomery Lane, Suite 800
Bethesda, MD 20814
Phone: (800) 596-2006
Fax: (301) 656-4806
WEB SITE: www.saintcorporation.com
EMAIL: sales@saintcorporation.com

Vulnerability Management
Virtual Booth 4123 • Virtual Product 2095

nCircle is the leading provider of enterprise-class vulnerability management solutions. Global enterprises in the financial services, insurance, government, manufacturing and services industries rely on nCircle to protect their business-critical networks. nCircle's flagship product, the **IP360 Vulnerability Management System**, enables enterprises to find and eliminate vulnerabilities before they can be exploited.

nCircle
Proactive Network Security

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San Francisco, CA 94105
Phone: (888) 464-2900
Fax: (415) 625-5982
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EMAIL: sales@ncircle.com

Outbreak Prevention
Virtual Booth 3682 • Virtual Product 1246

Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.

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Fax: (408) 257-2003
WEB SITE: www.trendmicro.com
EMAIL: info@trendmicro.com

Database Security
Virtual Booth 3764 • Virtual Product 1530

SQL Guard™ tracks every SQL stream communicating with a database, providing invaluable information about the who, how, what & when of activity between users & relational databases. This approach provides security & auditing professionals with the unmatched, actionable knowledge and information needed to efficiently deal with the task of protecting the enteprise's business data.

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Barracuda Spam Firewall
Virtual Booth 3715 • Virtual Product 1341

Starting at
$1,399

Reclaim Your Email
- Affordable enterprise-class spam & virus protection
- Support for 1,000 - 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
- 10 defense layers including fingerprinting, virus scanning and Bayesian analysis

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EMAIL: sales@barracudanetworks.com

Antispam Appliance
Virtual Booth 3811 • Virtual Product 1594

trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level quarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.

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EMAIL: sales@trimmail.com

Antispam Appliance
Virtual Booth 3861 • Virtual Product 1678

The only solution to the spam problem. Period!
- Patented Sender Authentication stops 100% of spam
- No filters • No quarantine folders • No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP
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EMAIL: nospam@sendio.com

Data Management Appliance
Virtual Booth 3723 • Virtual Product 1406

The Data Management Appliance (DMA) for Microsoft® Exchange Server, powered by CommVault® Systems, is an appliance solution that manages, protects and controls Microsoft Exchange environments and brings features of award-winning CommVault Galaxy and Data Migrator applications to the small and medium enterprise.

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Fax: (781) 770-2000
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EMAIL: sales@networkengines.com

MS Exchange® Firewall
Virtual Booth 3723 • Virtual Product 1411

Firewall for Microsoft Exchange® Server, an application-layer firewall, provides secure remote access for Outlook® users. Using the state-of-the-art firewall capabilities of MS Internet Security & Acceleration (ISA) Server, the appliance delivers maximum protection for MS Exchange Server & ease of installation and maintenance.

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EMAIL: sales@networkengines.com

Anti-Worm Appliance
Virtual Booth 4134 • Virtual Product 2108

WormScout
WormScout, enterprise network security appliance, is the only worm containment product for your internal network that is customer validated and independently lab verified to stop both known and zero-day worms:
- 100% accuracy
- Automatic protection
- Low TCO

ForeScout

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Fax: (408) 213-2283
WEB SITE: www.forescout.com
EMAIL: sales@forescout.com

Communication Appliance
Virtual Booth 452 • Virtual Product 2103

Model: NAR-5100

- 1U 800MHz Intel® Pentium® 4 communication appliance rack mount sever
- 2 front accessible 64-bit Gigabit Ethernet ports and 8 Fast Ethernet ports
- Embedded Cavium Crypto SSL / IPsec capable
- Applications: security accelerator, IPsec appliance, SSL appliance, Multi-segment management appliance

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Fax: (510) 790-9191
WEB SITE: www.portwell.com
EMAIL: info@mail.portwell.com

Internet Content Filtering
Virtual Booth 3918 • Virtual Product 1791

NetSpective WebFilter

NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.
- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories

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EMAIL: sales@nwtechusa.com

XML Security Gateway
Virtual Booth 3825 • Virtual Product 1619

The **XS40 XML Security Gateway** is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.

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WEB SITE: www.datapower.om — EMAIL: info@datapower.com

Sensitive Content Protection
Virtual Booth 3903 • Virtual Product 1773

Content Alarm™ is a security appliance that continually monitors all outgoing network traffic, leveraging patent-pending technology, accurately determining if trade secrets, source code or other intellectual property is being transmitted outside of the network.

Go to Tablus.com for more information!

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EMAIL: sales@tablus.com

Internal Network Security
Virtual Booth 3890 • Virtual Product 1753

Mi40 Inverted Firewall Appliance
Stop attacks that bypass your perimeter security. The Mirage Networks Inverted Firewall is the first network security appliance designed to stop rapidly propagating threats on internal networks. The self-contained, out-of-band appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.

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Phone: (512) 874-7800
Fax: (512) 874-7806
WEB SITE: www.miragenetworks.com
EMAIL: sales@miragenetworks.com

Proxy Appliance
Virtual Booth 3751 • Virtual Product 1517

The **Proxy*SG* 800** provides total visibility and control over all Web communications. Based on a custom object-based OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:
- Content Filtering
- Instant Messaging Control
- Bandwidth Management
- Web Virus Scanning
- P2P Control
- Web Proxy
- Content Security

BlueCoat™

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Phone: (866) 30-BCOAT — **Fax: (408) 220-2250**
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Internet Filtering Appliance
Virtual Booth 4087 • Virtual Product 2050

- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- Pass-by filtering and not a point-of-failure
- Customizable Profiles and Categories
- Remote and Multilevel Administration
- Offers 78+ categories with automatic updates
- Extensive reporting using the 8e6 Enterprise Reporter

8e6 Technologies

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Fax: (714) 282-6116
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EMAIL: sales@8e6.com

Application Usage & Auditing
Virtual Booth 4173 • Virtual Product 2172

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Firewall / VPN Appliance
Virtual Booth 3636 • Virtual Product 1186

GB-1500
SME Corporate Firewall / VPN Appliance

- 4 Fully Configurable NICs
- Unrestricted Users
- Hardware VPN Acceleration
- Certified by ISCA to meet 4.0 Corporate Standards

Global Technology Associates, Inc.

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WEB SITE: www.gta.com
EMAIL: info@gta.com

Firewall / VPN Appliance
Virtual Booth 3650 • Virtual Product 1205

KS1500 Firewall / VPN - 1.5Gbps throughput
- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- Designed to meet B1 level TCSEC/NCSC criteria

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OEM Security Platform
Virtual Booth 3414 • Virtual Product 1245

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- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
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Zero-Day DDoS Protection
Virtual Booth 3851 • Virtual Product 1649

- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
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- Source Tracking to identify culprits
- Full bidirectional control

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Security Solution
Virtual Booth 4102 • Virtual Product 2072

The **Mazu Enforcer** is designed to detect, characterize, and mitigate traffic-based network attacks with speed and precision. The Mazu Enforcer is a perimeter appliance that watches for network congestion that is caused by traffic-based threats, such as denial-of-service attacks. When the Mazu Enforcer detects an attack, it uses advanced heuristics to quickly identify the individual packets that are causing the problem. It can then filter out the attack traffic while minimizing the impact on legitimate traffic. The Enforcer also can dynamically adapt its filtering behavior as an attack progresses.

Special Features
- Regain and retain control during attacks
- Maintain full availability of network resources
- Customize and configure the deployment to meet the specific requirements of their environments

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Fax: (617) 354-9272
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EMAIL: sales@mazunetworks.com

Intrusion Prevention System
Virtual Booth 3640 • Virtual Product 1197

UnityOne 2400 - Top Rated IPS - NSS Gold
- Application Protection - Layer 2-7 protection for clients and servers against internal and external attacks
- Infrastructure Protection - Protect routers, firewalls, etc. from cyberattacks
- Performance Protection - Eliminate or throttle rogue apps to optimize network performance and bandwidth

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Intrusion Prevention System
Virtual Booth 3637 • Virtual Product 1189

Intrusion SecureNet Intrusion Prevention & Detection

- Safeguard your data center from unauthorized access
- Stop malicious activity before it effects uptime
- From 10Mbps up to Gigabit performance
- Centrally managed for low TCO
- Detects 3,000 attacks and anomalies
- Available as hardware appliance or software application

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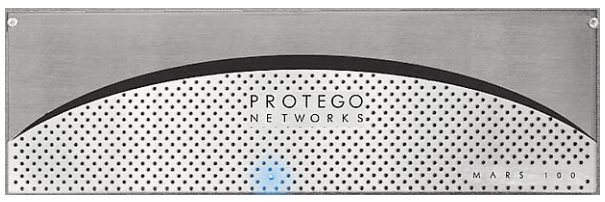
WEB SITE: www.intrusion.com
EMAIL: sales@intrusion.com

Network Security System
Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis

- Detect and mitigate attacks
- Capacity of more than 1,000,000,000 events/day
- Real-time reporting and forensics
- Scalable centralized security logging

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Intrusion Prevention
Virtual Booth 3872 • Virtual Product 1709

Sentivist IPS Blocks Known & Unkown Malicious Attacks!

Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows.

Trusted.....Powerful.....Easy to USE

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IDS Load Balancer
Virtual Booth 3624 • Virtual Product 1169

Balancer for IDS, Network Analyzers, Forensics Systems, and Rmon Probes

- Immediate ROI-increasing network monitoring coverage
- Reduces expenditure for network monitoring solutions
- Enables simultaneous monitoring w/different applications
- Adds N+1 redundancy for your monitoring sensors

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Antivirus Firewall
Virtual Booth 3709 • Virtual Product 1311

The FortiGate-800 Antivirus Firewall provides the performance, flexibility, and security necessary to protect today's most demanding large enterprise networks.

- Includes integrated firewall, content filtering, VPN, intrusion detection and prevention, and traffic shaping functions, making them the most cost effective, convenient, and powerful network protection solutions available.

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Managed Security Server
Virtual Booth 3770 • Virtual Product 1536

Ribcage© Managed Security Server

The Ribcage© Managed Security System (MSS) Server provides Firewall, Secure Virtual Provate Network (VPN), intrusion detection, and “on demand” system scanning. Combined with our 24 x 7 monitoring service, managed by our staff of cyber-Securtiy experts, you can increase your security while lowering your operational costs.

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3Gbps Application Security
Virtual Booth 3874 • Virtual Product 1710

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Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against attacks.

radware

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Security Appliance
Virtual Booth 3648 • Virtual Product 1203

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- Server blades up to two Xeon P4 2.8GHz & 8GB memory
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Secure Content Management
Virtual Booth 3957 • Virtual Product 1871

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- Optimize performance of business-critical applications
- Prioritize and reserve network bandwidth
- Comprehensive line of defense behind the firewall
- Secure wireless networks from attacks, unauthorized access
- Filtering & mirroring traffic in real-time to enable monitoring, auditing and archiving

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Virtual Booth 3584 • Virtual Product 2107

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Encryption Appliance
Virtual Booth 3888 • Virtual Product 1751

SG1001 - Full Duplex Gigabit Network Encryption

- Extremely low latency
- AES and 3DES IPSec encryption
- Integrates into existing IP network
- Plug-and-play simplicity
- FIPS 140-2 Level 2 validation
- Network security without complexity

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EMAIL: info@cipheroptics.com

Encrypted Ethernet Tunnel
Virtual Booth 4176 • Virtual Product 2180

- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections

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Fax: (217) 897-1331
WEB SITE: www.dcbnet.com
EMAIL:sales@dcbnet.com

Remote Access Appliance
Virtual Booth 3894 • Virtual Product 1760

Celestix RAS3000 Remote Access Appliance
Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPSec and SSL VPN.

celestix

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Phone: (510) 668-0700
Fax: (510) 668-0710
WEB SITE: www.celestix.com
EMAIL: sales@us.celestix.com

e-Gap SSL VPN
Virtual Booth 3652 • Virtual Product 1207

e-Gap Remote Access has the most robust customization capabilities available from any SSL VPN vendor, making it the most appropriate solution for large enterprises. It can deliver applications like email, CRM & human resources, as well as network file shares, to locations such as a client sites, home offices, airport kiosks, even wireless devices -- anywhere employees can use a simple browser.

Whale Communications

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Phone: (201) 947-9177
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VPN Appliances
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FREE Server Load Balancing Upgrade Plus:
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EMAIL: info@kemptechnologies.com

SSL VPN Solution
Virtual Booth 4113 • Virtual Product 2086

AEP SureWare A-Gate
AEP SureWare A-Gate, a suite of SSL VPN appliances, provides a high functionality, low-cost SSL VPN solution for companies of all sizes that want to extend enterprise applications to employees, business partners and customers. All remote access users can have secure and authenticated access to internal applications and resources.

AEP systems

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Toll Free: (800) 383-7716
WEB SITE: www.aepsystems.com

Raleigh, NC 27615
Phone: (919) 882-2040
EMAIL: info@aepsystems.com

Security Appliance Card
Virtual Booth 3646 • Virtual Product 1202

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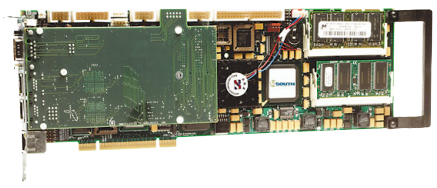

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EMAIL: sales@14south.com

QoS Access Router
Virtual Booth 3895 • Virtual Product 1762

Q2300 Ethernet QoS Access Router
- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router, VPN, QoS, firewall and Ethernet switch
- Web GUI provides simple installation and graphical reports
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Phone: (800) 733-5511
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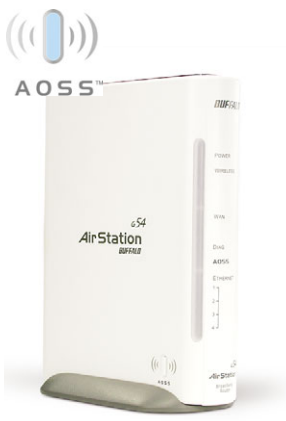
Hillsboro, OR 97124
Fax: (503) 350-6897
EMAIL:info@kentrox.com

Wireless Cable/DSL Router
Virtual Booth 4044 • Virtual Product 1986



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Multiprotocol Router
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Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.

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2Gbps Fibre Channel Switch
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Expandable FC Switch

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FC Stackable Switch

Virtual Booth 4049 • Virtual Product 1991

SANbox® 5200 Fibre Channel Stackable Switch

Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen 2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keyed increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.

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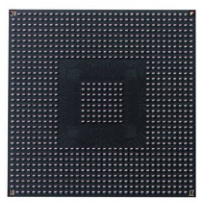
WEB SITE: www.qlogic.com
EMAIL: sales@qlogic.com

Embedded Storage Switch

Virtual Booth 4142 • Virtual Product 2116



InSpeed™ SOC 422 Embedded Storage Switch

- 22-ports, 4, 2 or 1 Gb/s per port speeds
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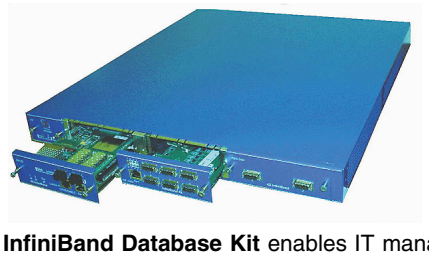
EMAIL: info@emulex.com

InfiniBand Database Kit

Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance

- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables

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Fax: (781) 276-1561
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EMAIL: info@voltaire.com

InfiniBand Switch Router

Virtual Booth 3707 • Virtual Product 1298

The **Voltaire ISR 9024** is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for high-performance computing clusters & distributed databases.

- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- Reduces TCO for clusters

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Fax: (781) 276-1561
WEB SITE: www.voltaire.com
EMAIL: info@voltaire.com

InfiniBand Switch System

Virtual Booth 3735 • Virtual Product 1651

MTS2400 - 24-Port Modular InfiniBand Switch System

Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.

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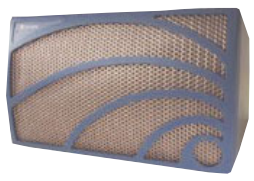
EMAIL: info@mellanox.com

Infiniband Switch
Virtual Booth 3848 • Virtual Product 1641



Topspin 270
Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.

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SCSI-To-FC Router
Virtual Booth 3631 • Virtual Product 1173

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Tape Library-To-FC Router
Virtual Booth 3631 • Virtual Product 1174

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Switched Computing
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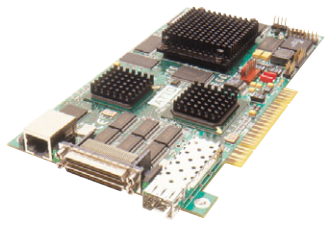
FC-to-SCSI Bridge
Virtual Booth 3814 • Virtual Product 1659



The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.

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EMAIL: sales@attotech.com

iSCSI-To-SCSI Bridge
Virtual Booth 3814 • Virtual Product 1663

ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magneto-optical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.

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- Convert Between All Versions of LVD/MSE/SE/HVD
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ESCON® to Bus/Tag Converter
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SAN VPN Solution
Virtual Booth 4132 • Virtual Product 2106

NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.

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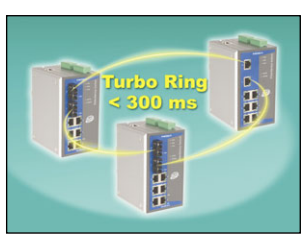
Industrial Ethernet Switch
Virtual Booth 3795 • Virtual Product 1564



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Enterprise Ethernet Switch
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The IntraCore IC35160 Series is Asante's most powerful, flexible family of Layer 2 backbone, core and distribution level aggregation switches. Tailor an IntraCore switch with hardware and software to precisely match your network needs today and in the future. The IC35160-T contains 12 ports of 10/100/1000BaseT with 4 ports auto-selectable GBIC/1000BaseT copper.

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Gigabit Managed Switch
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GBIC Modules
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LAN Bypass Function
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Telephony Appliance
Virtual Booth 4038 • Virtual Product 1978

Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS

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2730 San Tomas Expressway Santa Clara, CA 95051
Phone: (408) 351-7200 **Fax: (408) 727-6430**
WEB SITE: www.edgewaternetworks.com EMAIL:Sales@edgewaternetworks.com

Telephony Appliance
Virtual Booth 4038 • Virtual Product 1977

Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

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Phone: (408) 351-7200 **Fax: (408) 727-6430**
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Voice/Fax Over IP Gateways
Virtual Booth 29 • Virtual Product 1761

Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.

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Four-Channel VoIP Gateway
Virtual Booth 3987 • Virtual Product 1920

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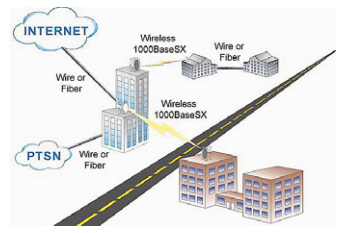

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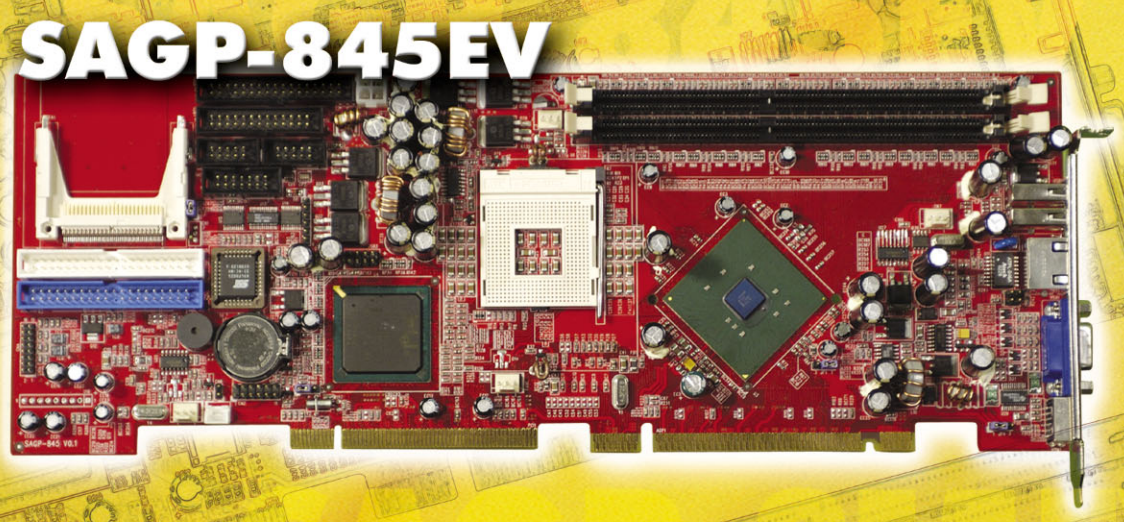

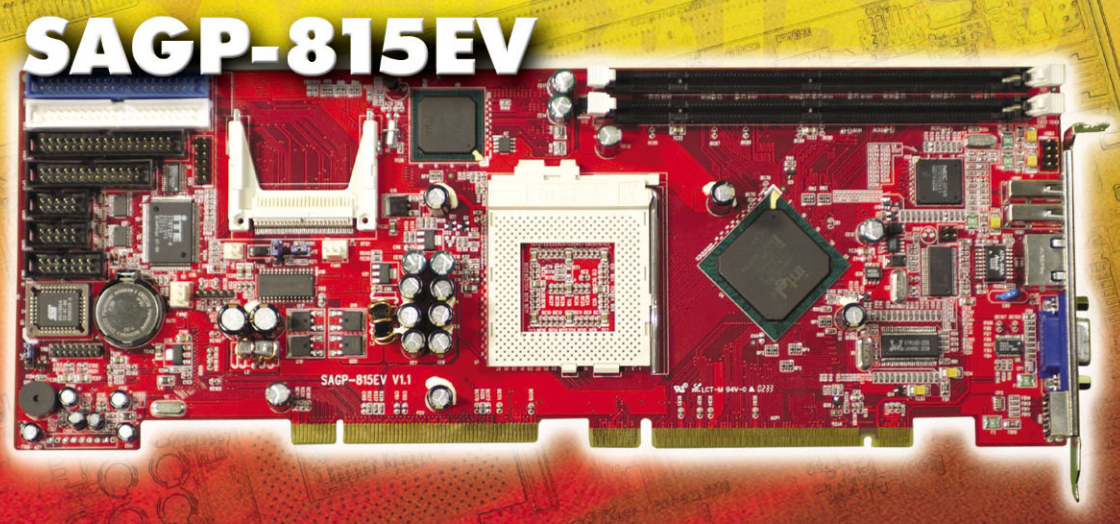

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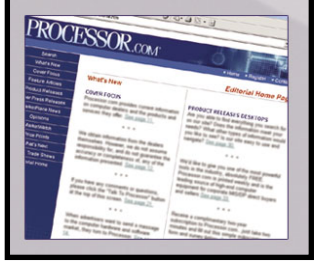

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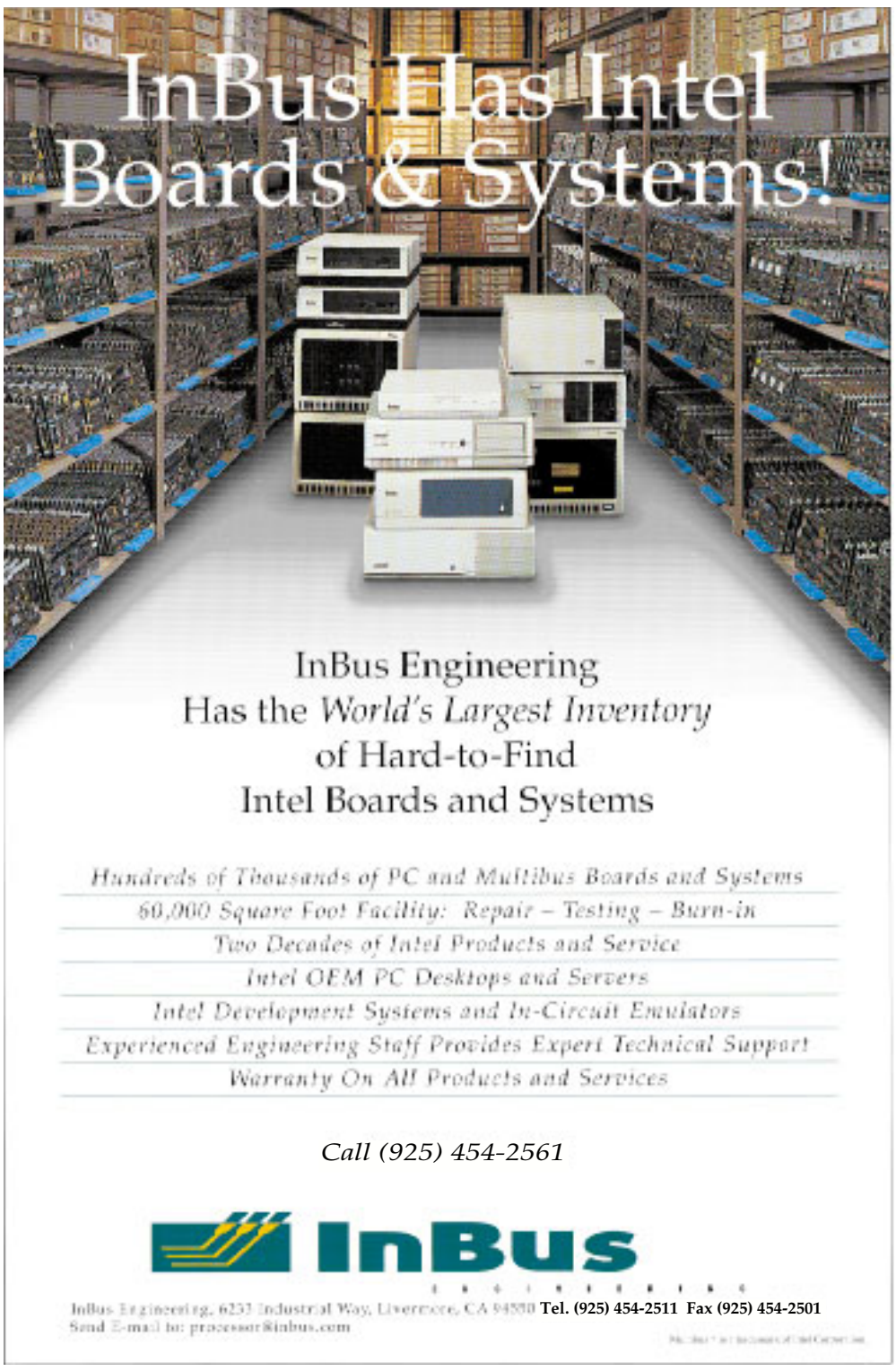

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